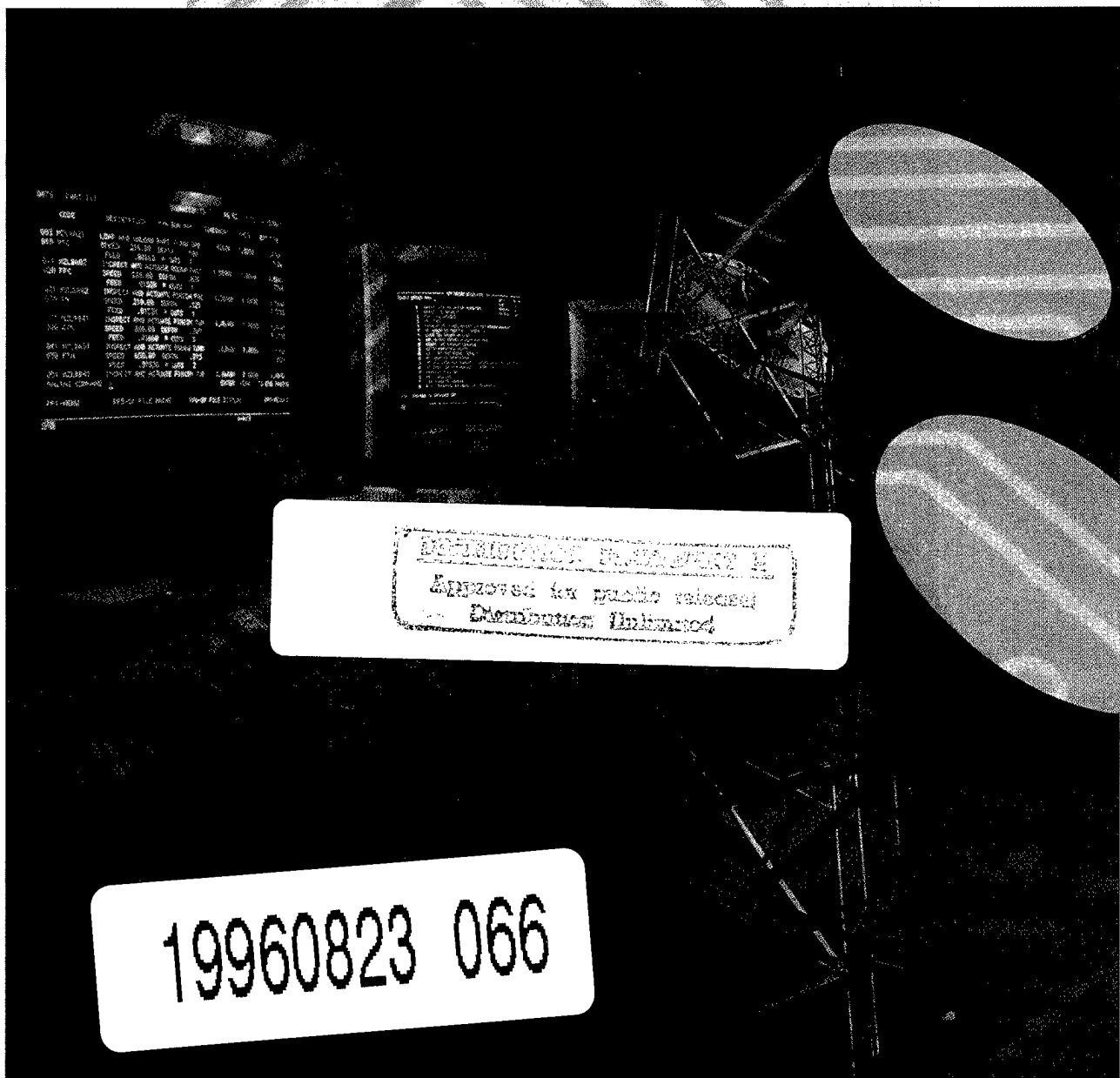


EDI

A GUIDE TO EDI
TRANSLATION SOFTWARE

1996 Edition



EDITION 1996
Approved for public release
Distribution Unlimited

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LOGISTICS MANAGEMENT INSTITUTE

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EDI

A GUIDE TO EDI TRANSLATION SOFTWARE

1996 Edition

IR530RD1

DISTRIBUTION STATEMENT A
Approved for public release
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Harold L. Frohman

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A Guide to EDI Translation Software

1996 Edition

This edition of the Logistics Management Institute's *A Guide to EDI Translation Software* updates and expands the information presented in our previous versions. The guide identifies and provides details on commercially available electronic data interchange (EDI) translation software packages, EDI support products, and EDI products developed exclusively in response to Federal and Department of Defense (DoD) procurement initiatives. The guide was first created in 1989 to aid Federal Government activities, including Military Departments and Defense agencies, in procuring software for their EDI programs. However, commercial organizations with an EDI program have also found the guide useful.

The guide provides an introduction to EDI translation software, identifies a variety of EDI software packages, assesses the key features of each package, details a list of functions and features that could be contained within a particular software package, and highlights those features that we believe are required to meet the EDI needs of Federal government and DoD programs in specific operating environments. The guide also includes a short overview on selecting EDI translation software.

We obtained information on the various software packages from product brochures and telephone interviews. We have not seen demonstrations of every software package, so we cannot endorse their effectiveness. Furthermore, we did not survey vendors that remarket EDI translation software products or sell industry-specific products that do not satisfy the Federal government's or DoD EDI requirements. As in the preparation of our earlier editions, some vendors did not respond to our requests for detailed information.

The guide includes six appendices and a glossary. The glossary defines the acronyms used throughout the guide and the terminology used to describe the various EDI software functions and features.

Appendix A provides an introduction to EDI translation software and clarifies some of the features that purchasers frequently misconstrue or overlook when purchasing translation software.

Appendix B identifies the EDI software vendors we contacted during the preparation of the guide. Table B-1 lists the vendors and the type of hardware (microcomputer, minicomputer, or mainframe) required to use their software. The table also indicates if the vendor's software operates with a Unix-based operating system and Microsoft Windows, and if it is available on a General Services Administration schedule or DoD contract. Table B-2 identifies the vendors that were excluded from the guide and the associated reasons.

Appendix C provides detailed information on each of the EDI translation software vendors identified in Table B-1, other than those that provide EDI software in support of Federal and

DoD procurement programs, as well as other EDI support products. It focuses on all EDI products offered by the vendors including the hardware operating environment, software pricing, availability on Federal procurement contracts, and third-party networks that the software package accesses.

Appendix D identifies 52 functions and features that could be contained within a particular EDI translation software package. It also indicates those functions that we regard as required to meet the EDI needs of Federal and DoD programs in specific operating environments.

Appendix E lists the steps to be followed when using the guide to select EDI translation software packages.

Appendix F provides detailed information on EDI support products and on products developed to meet Federal and DoD EDI procurement programs. It focuses on the hardware operating environment, software pricing, and availability through Federal procurement contracts.

If you need further information on any of the EDI translation software vendors or the capabilities of their software, contact the vendors directly. If you have general questions regarding EDI, you may contact:

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2000 Corporate Ridge
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(703) 917-7286.

Mr. Frohman may also be contacted via the Internet at hfrohman@lmi.org.

Federal and DoD agencies may obtain up to five free copies of the guide by sending requests to Logistics Management Institute, ATTN: Library, at the above address; faxing a typed request to the library at (703) 917-7474; or sending a request via the Internet to library@lmi.org. Requests must include the requester's name, organization, address, telephone number, and number of copies needed. Commercial organizations may obtain copies by sending a check made out to the Logistics Management Institute for \$20 per copy. All requests should cite Report IR530RD1.

The guide may also be viewed in electronic format using Adobe Acrobat Reader through the Logistics Management Institute's World Wide Web home page at the following Uniform Resource Locator:

<http://globe.lmi.org/ediguide>

APPENDIX A

Understanding EDI Translation Software

INTRODUCTION

Selecting an electronic data interchange (EDI) translation software product can be an arduous task. However, the selection process is relatively simple when the purchaser has a better understanding of translation software. This appendix provides prospective purchasers with an understanding of EDI translation software and clarifies some of the features that they frequently misconstrue or overlook when purchasing translation software. It also discusses the communications software required to electronically send and receive EDI-formatted data to and from a trading partner.

FUNCTION OF EDI TRANSLATION SOFTWARE

EDI is the computer-to-computer exchange of routine business information using standard electronic formats. Translation software aids in that exchange by converting data extracted from your application data base into a standard EDI format for transmission to one or more trading partners. It also converts EDI-formatted data received from those same trading partners into a file format your application system recognizes. Ultimately, those data are processed and written to your data base. Figure A-1 shows the entire EDI translation process.

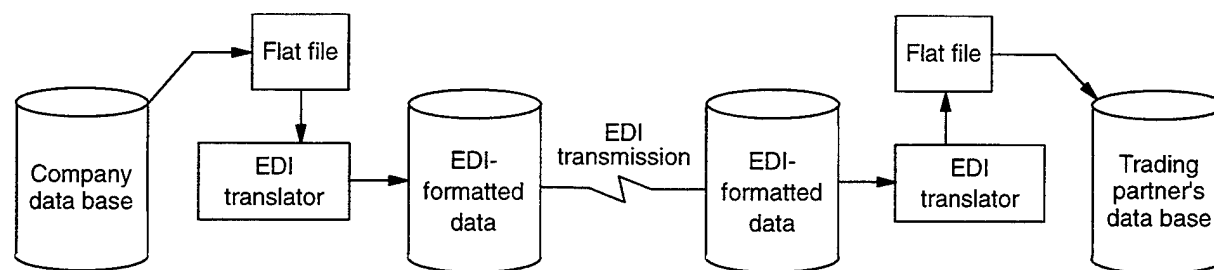


Figure A-1.
EDI Translation Process

SYSTEM INTERFACES

In order to convert your application system data into an EDI format, the translation software must know the location of all the data that you want to transmit. Some translation software packages require users to create a separate file following a specific format. That file, typically referred to as a flat file, is a specially formatted American Standard Code for Information Interchange (ASCII) text file. A flat file forces the standardization of data from various files and in different formats so that the EDI translation software can locate and use the data to either create an EDI-formatted message or translate the data in such a message back into a flat file.

Other translation software packages give users the capability to define their own flat file formats, employing a utility program called a transaction set mapper. That program cross-references the contents of a user-defined flat file with an EDI standard transaction set and subsequently translates the flat-file information into the desired transaction set. A transaction set mapper offers two primary benefits: it reduces the amount of application interface programming by editing data before they are accepted into the data base and it reduces the amount of maintenance programming in support of the application system interface programs. Because many transaction set mapping utility programs are somewhat sophisticated, potential purchasers should verify that a utility is user friendly before purchasing it.

Application system interface software has a vital role in both outgoing (data extracted from your application system for transmission via EDI) and incoming (EDI-formatted data received from trading partners) data flows. During the outgoing flow, it extracts data from your application system and places it in a flat file for subsequent conversion into EDI-formatted data prior to transmission to one or more trading partners. When the data flow is reversed, the application system interface software extracts data from a flat file and prepares it for acceptance by your application program. In short, application system interface software either reads or writes flat files of information that are used to pass information between a trading partner's application system and EDI translation software.

Some of the newest translation software packages do not use a flat file. They exchange data directly with the application system data base, eliminating the need for interface software between the application system and the translation software. Currently, these EDI translation software products support only a few data base packages, most of which are designed for use on microcomputers.

COMMUNICATIONS SOFTWARE

Communications is another area that purchasers of EDI translation software frequently misunderstand. To exchange information with your trading partners electronically, you will most likely use a third-party EDI value-added network (VAN). An EDI VAN provides many services to its subscribers. They include electronic mailboxing of EDI transmissions, protocol and speed conversion so that dissimilar hardware systems can communicate, and EDI record-keeping to provide audit trails.

Many purchasers assume that all EDI translation software automatically connects to a VAN and exchanges EDI documents. That assumption is false. In developing an EDI capability, you will need some type of data communications software as well as an EDI VAN communications script.

Data communications software is not specific to your EDI application. It typically operates the modem, dials the VAN, and connects to the VAN's host computer. The software is generic and frequently provided by vendors of EDI translation software for microcomputers. Most EDI translation software vendors assume that minicomputers and mainframes already have data communications capability and do not normally include it. Some vendors, however, will provide data communications software in their software packages for those computers, but at additional cost.

The EDI VAN communications script deposits data into and retrieves data from EDI VAN mailboxes. The script is a predefined routine or set of commands that provides processing instructions specific to the VAN's host computer. The instructions include, but are not limited to, whether data are to be deposited into a trading partner's VAN mailbox, retrieved from the VAN, or both types of processing. Because each VAN service has developed its own EDI mailboxing system, you should select an EDI translation software vendor that provides a communications script written specifically for the VAN that you plan to use. If you have not selected an EDI VAN, then you should consider a software vendor that offers scripts for several different EDI VANs.

Many translation software packages, particularly those for microcomputers, include an EDI VAN communications script that is integral to the data communications software. If you are considering such a package, verify that it includes an automatic recovery and restart feature, which would give you the capability to automatically recover any data being processed during either a power or communications failure. When integrated with the translation software, this feature also normally restarts the translation software so that processing can begin at the point at which it was terminated.

SUMMARY

By understanding the fundamentals of EDI translation software and some of the pitfalls that can occur during the selection process, you should be able to purchase the EDI translation software that best meets your needs at the lowest cost.

APPENDIX B

EDI Translation Software Vendors

This appendix identifies the EDI translation software vendors contacted during the preparation of this guide. Table B-1 shows the hardware platforms that each vendor supports: microcomputer, minicomputer, or mainframe. It also indicates whether the vendor supports Unix-based systems and Windows-based systems, and if its software products are available on a General Services Administration (GSA) schedule or Department of Defense (DoD) contract. (Detailed descriptions on most of the vendor's software products are provided in Appendix C; the software products that focus on procurement and support applications are described in Appendix F.) Table B-2 lists the vendors of various EDI software products that we did not include in the guide and our reasons for excluding them.

Table B-1.
EDI Translation Software Vendors

| Company | Computer | | | Unix | Windows | GSA/ DoD contract |
|-------------------------------------------|---------------|--------------|-----------|------|---------|----------------------|
| | Microcomputer | Minicomputer | Mainframe | | | |
| 1EDI Source, Inc. | X | | | | | |
| Advanced Communications Systems | X | X | | X | | |
| Advantage Systems, Inc. | | X | | | | |
| Advantis | X | X | X | X | | |
| American Custom Software, Inc. | X | | | | | |
| The APL Group, Inc. | X | | | | X | |
| Atlas Products International Ltd. | X | X | | X | X | |
| Bergen Computer | X | | | | | |
| Birmingham Computer Group, Inc. | X | | | X | | |
| CANAC Telecom | X | X | | X | | |
| Comm-Press, Inc. ^a | X | X | X | X | X | |
| Compusearch Software Systems ^a | X | | | X | X | X |
| Dakin Technology Pty Ltd | X | X | | X | X | |
| Datacom Global Corporation | | X | | X | | |
| Data Management Strategies, Ltd. | X | | | X | X | X |
| Digital Equipment Corporation | X | X | X | X | X | X |
| DIGIT Software, Inc. | X | | | | X | |
| Diversified Systems Resources | X | | | | X | X |
| DNS Worldwide | X | X | | X | X | X |

Note: N/A = not applicable.

Table B-1.
EDI Translation Software Vendors (Continued)

| Company | Computer | | | Unix | Windows | GSA/ DoD contract |
|------------------------------------------------------------|---------------|--------------|-----------|------|---------|----------------------|
| | Microcomputer | Minicomputer | Mainframe | | | |
| EDI Able, Inc. | X | | | X | X | |
| EDI Consultants, Inc. | X | | | X | | |
| EDICT Systems | X | | | | X | Pending |
| EDI, Inc./TELINK Systems | X | X | | X | | |
| EDI Integration Corporation | X | | | | | X |
| EDI Solutions, Inc. | X | X | X | X | X | X |
| EDI Systems, Inc. ^a | X | | | | X | |
| Electronic Commerce Solutions | X | X | | X | X | X |
| Electronic Data Interchange Services, Inc. ^a | X | | | | X | |
| Electronic Data Systems | X | X | | X | X | Pending |
| Electronic Data Systems ^a (Government) | X | | | | | |
| Extol, Inc. | | X | | | | X |
| Fischer International Systems Corporation, EDI Division | | X | | | | Pending |
| Flagship Systems, Inc. ^a | X | | | | | |
| Foresight Corporation ^a | X | | | | X | |
| Frontec AMT, Inc. | | X | | X | | |
| General Electric Information Services | X | X | | X | | |
| Grace Computer Resources, Inc. | X | | | | | |
| Harbinger Corporation | X | X | X | X | X | |
| Intercoastal Data Corporation | X | X | | | | |
| LEK Product Marketing Company, Inc. | X | X | | X | | |
| M.B. Foster Associates Limited | | X | | X | X | |
| Mil-Pac Technology ^a | X | | | | X | |
| MPACT Immedia Systems, Inc. | | X | | | | |
| Neumenon, Inc. | | X | | | | |
| New Paradigm Golden-Link ^a | N/A | N/A | N/A | N/A | N/A | In progress |
| PaperFree Systems, Inc. | X | X | | X | X | X |
| Perwill EDI | X | X | | X | | X |
| Piedmont Systems, Inc. | X | | | X | | |
| Premenos Corp. | X | X | | X | X | Pending |
| Prime Factors, Inc. ^a | | X | X | X | X | |
| Radley Corporation | X | X | | X | | X |
| RMS Electronic Commerce Systems | X | X | | X | X | |
| SIMPLIX ^a | X | | | | X | |

Note: N/A = not applicable.

^a Products described in Appendix F.

Table B-1.
EDI Translation Software Vendors (Continued)

| Company | Computer | | | Unix | Windows | GSA/ DoD contract |
|----------------------------------------------|---------------|--------------|-----------|------|---------|----------------------|
| | Microcomputer | Minicomputer | Mainframe | | | |
| SoftCare Consulting, Inc. | X | X | | X | | X |
| Softshare Information Services ^a | X | | | | | |
| Sprint | X | | | | | X |
| St. Paul Software | X | X | | X | X | |
| Sterling Software, Electronic Commerce Group | X | X | X | X | X | X |
| Supply Tech, Inc. | X | | X | | X | X |
| Synergistic Systems, Inc. | X | | | | | |
| Telecom Finland Ltd, Telemedia | | X | | X | | |
| Trinary Systems, Inc. | | X | | X | X | Pending |
| TSI International | X | | X | | X | |
| Unisys Corporation | | X | | X | | |
| Universal Systems Integration | X | X | | | | Pending |
| Userbase Systems, Inc. | X | X | | X | | |
| X-Change Software, Inc. | X | | | | | X |

Note: N/A = not applicable.

^a Products described in Appendix F.

Table B-2.***EDI Translation Software Vendors Excluded from Guide***

| Company | Contact | Reason |
|------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| AIM Computer Solutions, Inc. 42872 Mound Road Sterling Heights, MI 48314 | Theresa D'Angelo (810) 254-8600 | Product has been developed primarily for the automotive industry. |
| AT&T EDI Marketing Manager Room 4A09, 400 Interpace Parkway Parsippany, NJ 07054 | Marketing (800) 242-6005 | Provides list of translation software products certified for operation with AT&T's EDI VAN. |
| Base 2 Corporation 435 East Mill Street Plymouth, WI 53073 | Paul Gutelius (414) 892-4566 | Product has been developed primarily for automotive industry suppliers, retailers, and manufacturers. |
| Computer Power, Inc. P.O. Box 5568 Florence, SC 29502 | Diane Boatwright (803) 665-0478 | Requested to be excluded; product is primarily used by hospitals and electronics organizations. |
| Dun & Bradstreet Software 3445 Peachtree Road, Northeast Atlanta, GA 30326 | Don Bush (404) 239-3411 | Provides business applications that support EDI; translation software may only be purchased as part of application. |
| Dynax Resources, Inc. 2 Jericho Plaza Jericho, NY 11753 | Lisa Visconti (516) 932-9080 | Remarkets Premenos EDI translation software products. |
| EDI Support, Inc. 275 Hill Street, Suite 206 Reno, NV 89501 | Mary Jo Barton (702) 538-2910 | Offers software that interfaces user's application system to EDI translation software products from Premenos (AS400), Supply Tech (PC), and Telink (PC). Also offers software that supports universal product codes. |
| ESCOM Software Services Ltd. #518-4211 Kingsway Burnaby, BC V5H1Z6 | Bill Stephens Grant Andrews (800) 661-1196 (604) 438-7361 | Remarkets EDS EDI translation software products. Also provides EDI system integration services. |
| Fritz Companies, Inc. P.O. Box 66215 AMF O'Hare International Airport Chicago, IL 60666 | John Fitzgerald (708) 616-5523 | Offers a turnkey system developed exclusively for import and export companies. |
| Future Three Software, Inc. 33031 Schoolcraft Road Livonia, MI 48150 | Sarah Marchi (313) 261-5609 | Product has been developed exclusively for the automotive industry. |
| Genzlinger Associates, Inc. Two Northfield Plaza, Suite 212 5700 Crooks Road Troy, MI 48098 | Roger Marshall (810) 879-7070 | Product has been developed exclusively for automotive industry and repetitive manufacturers. |

Table B-2.***EDI Translation Software Vendors Excluded from Guide***

| Company | Contact | Reason |
|---------------------------------------------------------------------------------------------------|------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Information Access, Inc. 8801 East Pleasant Valley Road Cleveland, OH 44131 | Rich Stibrick (216) 328-0911 | Value-added reseller; offers a turnkey system that interfaces only with its order-entry software developed for manufacturers and brokers in the food industry. |
| Information Management Consultants, Inc. 5035 Charlotte Avenue Evansville, IN 47720 | John Dyer (812) 421-0045 | Offers application interface software that operates with Premenos Corp.'s EDI translator; provides mapping, editing, and auditing functions. |
| INFOWARE, Inc. 9701 West Higgins Road, Suite 200 Rosemont, IL 60018-4715 | Bob Newman (708) 825-5500 | Offers application interface software that operates with Extol, Inc.'s EDI translator, Premenos Corp.'s EDI translator and all Sterling EDI translators except for mainframes. |
| Innovative Computing Corporation 4300 Highline Boulevard, Suite 100 Oklahoma City, OK 73108 | Dan Wancura (405) 949-9070 | Remarkets Premenos translator as part of a trucking and transportation software package. |
| Logistics Concepts 4555 Wilson SW Grandville, MI 49418 | Shane Czetli (616) 531-8900 | Product is industry specific; offers a warehousing software package that interfaces with St. Paul Software's EDI translation software products. |
| Management Computer Systems 123 North Union Avenue Cranford, NJ 07016 | Shelly Hull (908) 272-3080 | Product has been developed exclusively for the grocery (UCS and X12 Standards). |
| Manufacturing Systems, Inc. P.O. Box 52007 6700 Baum Drive, Suite 4 Knoxville, TN 37950 | Walter Williams (615) 558-3001 | Requested to be excluded; company only works with manufacturing companies in Eastern Tennessee. |
| PLP Systems, Inc. 610 West College, Suite 200 Murfreesboro, TN 37130 | Bill Parrott (615) 896-0081 | Remarkets EDI translation software products developed by IBM, Premenos Corp., and Supply Tech, Inc.; also develops custom EDI software. |
| Prophet 21 19 West College Avenue Yardley, PA 19067 | Debbie Dickerson (215) 493-8900 | Produces a turnkey system developed primarily for electrical, plumbing, and industrial distribution users. |
| Retail Data Systems 1901 South Harbor City Boulevard Melbourne, FL 32901 | John Feronti (407) 951-9600 | Offers point-of-sale, inventory, and merchandising software that interfaces with EDI translation software; does not offer an EDI translation software product for purchase. |

Table B-2.***EDI Translation Software Vendors Excluded from Guide***

| Company | Contact | Reason |
|----------------------------------------------------------------------------------------------------|--------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Ross Systems Center Two 1100 Johnson Ferry Road, Suite 750 Atlanta, GA 30342 | Steven James Rilene Simpson (404) 851-1872 | Offers software that interfaces EDI translators with business applications (e.g., accounts payable, accounts receivable, sales, and inventory control) and manufacturing applications (e.g., purchasing and invoicing); does not offer an EDI translation software product for purchase. |
| SCS (Specialists in Custom Software) 5525 Oakdale Avenue, Suite 244 Woodland Hills, CA 91364 | Kristin Eisen (818) 587-5660 | Offers software that interfaces EDI translators with user application systems that support accounts payable, order-entry, or inventory control; also remarkets EDI translation software products. |
| Software Associates 219 Patterson Avenue Little Falls, NJ 07424 | Bruce Hall (201) 244-1000 | Remarkets Sterling Software's EDI translation software packages; performs EDI integration and customization services; and offers a generic application interface program that can be integrated with most PC translation software products. |
| Txbase Systems, Inc. 225 East Beaver Creek, Suite 200 Ontario, Canada L4B3P4 | Ray Talwar (905) 771-8100 | Product is industry specific; Unix-based and NT-based manufacturing system (MRPII) with an EDI server. Interfaces with existing EDI translation software products to communicate with trading partners. |
| Vertical Systems, Inc. 1745 114th Avenue SE, Suite 150 Bellevue, WA 98004 | George Cross (206) 454-7494 | Provides EDI integration services; does not offer a translation software product for purchase. |

APPENDIX C

EDI Translation Software Vendor Information

This appendix provides detailed information on the products offered by numerous EDI translation software vendors, including hardware operating environment; product pricing; availability on the General Services Administration (GSA) schedule or Department of Defense (DoD) procurement contracts; and third-party networks that the software accesses.

1 EDI SOURCE, Inc.

ADDRESS: 444 N. Frederick Ave.
L150
Gaithersburg, MD 20877

CONTACT: Terence P. Ryan

PHONE: (301) 963-9702

PRODUCT: TELINK/Gateway

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with 20 MB hard drive, 640K RAM, MS DOS 3.1 or higher

EDI STANDARDS SUPPORTED: X12, UCS, and all substandards

PRICING:

Basic Package Cost: \$4,300 includes all transaction sets needed, and communications scripts to any VAN and/or direct connectivity

Additional Charge Per EDI Standard: \$310 for future standards version upgrades

Additional Charge Per Transaction Set: \$300

Annual Maintenance Fee: 18 per cent of license fee

Maintenance Fee Includes: Unlimited technical support, product upgrades, documentation upgrades

Training Fee: \$1000 per person

Additional Fees: Not available.

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: All public and most private networks

VENDOR EXPERIENCE:

Year Company Founded: 1989

Date Package First Available: 1984 for the translator; 1989 for the data mapper

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 3

Hot Line: 3

Total: 3

MISCELLANEOUS INFORMATION: On-site installation, implementation planning, hub development programs, and consulting services available.

Programming Language Used by Package: Not available

Advanced Communications Systems

ADDRESS: 25054 Lorain Road
North Olmsted, OH 44070

CONTACT: Bob Stone

PHONE: (800) 223-5424
(216) 779-5424

PRODUCT: Pro_EDI — translator
DataMail — a separate product that permits user to design data entry screens
BusinessSource — EDI software certified for the Federal government electronic commerce program

HARDWARE/OPERATING SYSTEM ENVIRONMENT:

Pro_EDI: IBM compatible 486 with DOS 3.2 or higher, Windows, OS/2, AT&T SVR3-4 or SCO Unix; IBM RS/6000; HP 3000; HP 9000

DataMail: IBM compatible 386 with MS-DOS 3.0 or higher

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, VICS, WINS, UCS, and industry specific subsets

PRICING:

Basic Package Cost:

Pro_EDI: Single PC — \$4,700
LAN version (DOS) — \$6,000
Unix — \$10,000
HP — \$13,500

DataMail: \$1,650 for Level 1 single trading partner package
\$2,450 for Level 2 multiple trading partner package; \$395 per Trading Partner Module

BusinessSource — plan options available

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

Pro_EDI PC single-user: \$750
Pro_EDI PC LAN: \$900
Pro_EDI Unix: \$1,500
Pro_EDI HP: \$1,800
DataMail Level 1: \$295
DataMail Level 2: \$595

Maintenance Fee Includes: Software enhancements, standards updates, telephone support

Training Fee: On-site installation is available; call for prices

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: GEIS; AT&T; RAILINC; Harbinger; ORDERNET; Wal-Mart; Kleinschmidt; Advantis; CTX; MCI; all automotive networks

VENDOR EXPERIENCE:

Year Company Founded: 1985

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 3

Total: 15

MISCELLANEOUS INFORMATION: Revenue is derived exclusively from EDI services

Programming Language Used by Package: COBOL

Advantage Systems, Inc.

ADDRESS: 30680 Montpelier Drive, Suite 350
Madison Heights, MI 48071

CONTACT: David Williams

PHONE: (810) 588-3480

PRODUCT: EDI Advantage

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM System 36, AS/400

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost:

Includes two transaction sets and source code

System 36: \$3,000

AS/400: \$3,000 – \$9,000 depending on model

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set:

System 36: \$400

AS/400: \$450 – \$1,200 depending on model

Annual Maintenance Fee: 15 percent of installed software price

Maintenance Fee Includes: Hot line, standards updates, software enhancements

Training Fee: None

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: MCI

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 3

Hot Line: 1

Total: 5

MISCELLANEOUS INFORMATION: Product was developed primarily for the automotive industry but other industries can also use it.

Programming Language Used by Package: System 36 RPG II; AS/400 RPG 400

Advantis (IBM Global Network)

ADDRESS: 3405 West Dr. ML King Jr. Blvd.
Tampa, FL 33607

CONTACT: Dave Bolan

PHONE: (800) 588-5808

PRODUCT: Data Interchange/MVS
Data Interchange/MVS — CICS
EDI/e — Unix translator
EDI/400 — AS/400 platform
EDI/Edge — DOS-based or Windows-based translator

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM mainframe 9370-3090 (MVS/TSO);
AS/400; RS/6000; IBM compatible PS/2 with DOS or Windows

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, UCS, AIAG

PRICING:

Basic Package Cost:

Data Interchange/MVS: \$43,530 primary license or \$1,500 monthly license charge

Data Interchange/CICS: \$54,860 primary license or \$1,890 monthly license

EDI/e: Call for prices

EDI/400: Call for prices

EDI/Edge: Call for prices

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

Data Interchange/MVS: \$5,980 for primary license charge only

Data Interchange/CICS: \$7,540 for primary license charge only

EDI/Edge: Call for prices

Maintenance Fee Includes: Standards updates

Training Fee:

Data Interchange/MVS: \$1,515

Data Interchange/CICS: \$1,515

EDI/Edge: Call for prices

Additional Fees: Consulting services

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:

Data Interchange Products: Advantis only

EDI/Edge: Advantis; access to other EDI VANs requires additional communications software

VENDOR EXPERIENCE:

Year Company Founded: 1912 (IBM)

Date Package First Available: 1989

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Included in total

Hot Line: Included in total

Total: 150

MISCELLANEOUS INFORMATION: Advantis offers network services via the IBM Global Network EDI VAN.

Programming Language Used by Package: Not available

American Custom Software, Inc.

ADDRESS: 1210 North Willow
Cookeville, TN 38501

CONTACT: Brad Leek

PHONE: (615) 520-8603
(615) 520-8611

PRODUCT: Business Partners

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC, XT, AT, PS/2, with 10MB hard disk, 640K RAM, MS-DOS 3.0 (will operate on Novell Network)

EDI STANDARDS SUPPORTED: X12, AIAG, VICS, UCS, TDCC, WINS, GM, Ford, EDIFACT

PRICING:

Basic Package Cost:

One trading partner: \$2,495

Multiple trading partners (includes setup for first 10 partners): \$3,995

After tenth partner: \$295 per transaction set

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: See above

Annual Maintenance Fee: 15 percent of software cost

Maintenance Fee Includes: EDI help desk, standards updates, bi-annual revisions to code product, free visit to Business Partners seminar

Training Fee: \$625 per day plus expenses at the user's facility

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: GEIS; Advantis; Kleinschmidt; MCI; RAILINC; Harbin-ger; ORDERNET

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 5

Total: 19

MISCELLANEOUS INFORMATION: Company first wrote EDI translation software for the automobile industry in 1984. It also provides consulting, implementation services, and EDI education.

Programming Language Used by Package: BASIC, C, Assembly, Visual BASIC

The APL Group, Inc.

ADDRESS: 644 Danbury Road
Wilton, CT 06897

CONTACT: Paul Lindoerfer

PHONE: (800) 828-0770

PRODUCT: QualEDI
QualEDI for Windows

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS 3.1 or higher and Windows 3.1; recommend 16 megahertz or higher and a minimum 10MB hard drive

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, VICS, WINS, EDIFACT

PRICING:

Basic Package Cost:

Workstation single trading partner: \$1,650
Workstation multiple trading partners: \$2,500
Front-end single trading partner: \$2,500
Front-end multiple trading partners: \$3,200
(Vendor offers volume discounts)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

Workstation single trading partner: \$475
Workstation multiple trading partners: \$575
Front-end single trading partners: \$575
Front-end multiple trading partners: \$700

Maintenance Fee Includes: Hot line, software enhancements, standards updates, and all transaction sets currently used as well as those requested in the future

Training Fee: \$500 per day plus travel and expenses at the user's facility

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: MCI (BT Tymnet); AT&T; ORDERNET; Kleinschmidt; GEIS; CompuServe; TranSettlements; RAILINC; Ford; Telecom Canada; Wal-Mart

VENDOR EXPERIENCE:

Year Company Founded: 1983

Date Package First Available: 1984

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 10

Hot Line: 7

Total: 20

MISCELLANEOUS INFORMATION: APL Group offers EDI consulting services including management briefings, applications integration, project management, strategic planning, and education. It also offers EDI courses.

Programming Language Used by Package: APL, C, Assembly

Atlas Products International Ltd

ADDRESS: Quay West
Trafford Wharf Road
Wharfside
Manchester
M17 1HH
England

CONTACT: Philip Bird — Technical Director
Allan Gray — Managing Director
api@apiltd.demon.co.uk

PHONE: +44 (0) 161-872-2022
+44 (0) 161-872-2024 (fax)

PRODUCT: ATLAS EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with 640K RAM, MS-DOS 3.1 or higher, Windows 3.1, Windows 95, or Windows NT; Unix platforms with AIX, Solaris, HPUX, DGUX, SCO Unix, or SCO XENIX); DEC VAX VMS and AXP

EDI STANDARDS SUPPORTED: X12 and all subsets, EDIFACT and all subsets, TRADACOMS, ODETTE

PRICING:

Basic Package Cost:

PC: \$1,500

Unix/VAX/AXP: \$2,750 – \$12,500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

PC: \$380

Unix/VAX/AXP: 15 per cent of product price

Maintenance Fee Includes: All transaction sets, telephone support, software enhancements

Training Fee: \$295 for vendor course; \$550 plus expenses for on-site

Additional Fees: Installation \$395 plus expenses; consulting \$550 plus expenses

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: AT&T; GEIS; ADVANTIS; TRADANET; TELEORDERING; Any X.400 network

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 11

Hot Line: 4

Total: 21

MISCELLANEOUS INFORMATION: ATLAS EDI has approximately 1000 users in 14 countries.

Programming Language Used by Package: C, C++

Bergen Computer

ADDRESS: 156 Ramapo Valley Road
Mahwah, NJ 07430

CONTACT: Carol Williams

PHONE: (201) 529-2552

PRODUCT: Simple EDI Translation and Application
Simple EDI Automatic Stock Replenishment
Simple EDI Paramount System — data collection, verification, ASN, and
UCC128 compliant marking solution (EDI applied to the warehouse)

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS 5.0
or higher

EDI STANDARDS SUPPORTED: X12, VICS

PRICING:

Basic Package Cost:

Simple EDI Translation and Application: \$2,500

Simple EDI Automatic Stock Replenishment: \$3,500

Simple EDI Paramount System: Call for price quote

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 12.5 percent of current product list price

Maintenance Fee Includes: Toll-free telephone support, software enhancements, standards upgrades, required transaction sets, on-site service

Training Fee: \$400 per day plus travel and living expenses

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Advantis; GEIS; ORDERNET; Wal-Mart

VENDOR EXPERIENCE:

Year Company Founded: 1985

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 7

Hot Line: 5

Total: 17

MISCELLANEOUS INFORMATION: Bergen provides EDI application systems for retail shippers and companies requiring verification of products shipped and 100% accuracy in order fulfillment.

Programming Language Used by Package: Proprietary

Birmingham Computer Group, Inc.

ADDRESS: 25307 Dequindre
Madison Heights, MI 48071

CONTACT: Chuck Townsend

PHONE: (810) 414-9095

PRODUCT: DOC-U-MAP — communications and translation software module with data mapping

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Unix; IBM compatible with MS-DOS 5.0 or higher, 20MB hard disk, 4MB RAM (also operates with Novell Network and other LANs)

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, Kmart, Sears, all automotive standards

PRICING:

Basic Package Cost:

Microcomputer: \$1,900 – \$9,200, includes unlimited trading partners and X12/EDIFACT standards

Unix platforms: \$11,200, includes unlimited trading partners and X12/EDIFACT standards

Additional Charge Per EDI Standard: \$990

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 12 percent of purchase price

Maintenance Fee Includes: Standards updates, hot-line support, new software releases

Training Fee: \$85 per hour at vendor location; travel and living expenses are extra at the user's facility

Additional Fees: Source code available for \$15,000

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Advantis; GEIS; MCI (BT Tymnet); and other major vendors; a communications script permits user to access any EDI VAN

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1985

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 2

Total: 7

MISCELLANEOUS INFORMATION: Other services available include order entry systems, manufacturing materials requirement planning software systems, bar-coding systems, and consulting. Product can be integrated with SBT Professional Series Accounting packages. Birmingham Computer Group, Inc. also has a third-party service arrangement with SIMPLIX for converting hard copy documents to EDI for a limited selection of transaction sets.

Programming Language Used by Package: COBOL

CANAC Telecom

ADDRESS: 151 Front Street West, Suite 514
Toronto, Canada M5J 2N1

CONTACT: Hilda Johnson

PHONE: (800) 668-2784
(416) 217-2801

PRODUCT: Pro EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS;
Mid-range HP; Unix; also LAN compatible

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, VICS, WINS

PRICING:

Basic Package Cost:

PC: \$4,700

PC LAN Version: \$6,000

HP: Call for prices

Unix: Call for prices

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: PC: \$750

Maintenance Fee Includes: Toll-free hot line, standards updates, software enhancements

Training Fee: \$250 per person at vendor site; call for cost of training at user's facility

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: All major networks

VENDOR EXPERIENCE:

Year Company Founded: 1976

Date Package First Available: May 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 15

Hot Line: 5

Total: 20

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: Not available

Dakin Technology Pty Ltd

ADDRESS: P.O. Box 370
Jamison
ACT 2614
Australia

CONTACT: Dr. Robert Dakin
dakin@pcug.org.au

PHONE: +61 6 255 1436
+61 6 255 1304 (fax)

PRODUCT: Zipper-D — cross-platform development system
Zipper-T and Zipper-API — MS-DOS or Windows translator

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Unisys Unix; SCO Unix; IBM compatible PC with Windows or DOS; may be ported to other systems that have ANSI C compiler

EDI STANDARDS SUPPORTED: EDIFACT, X12

PRICING:

Basic Package Cost:

Zipper-D: Aus \$5,000

Zipper-T, Zipper-API: Aus \$750

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set:

Flat-file translation: \$200

Custom data mapping: \$1,500

Annual Maintenance Fee: 20 per cent of purchase price

Maintenance Fee Includes: Remote support via e-mail or fax (response within 2 working days).

Training Fee: Call for prices

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Communications capability not included. Call for details.

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1992

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 1

Hot Line: 2

Total: 2

MISCELLANEOUS INFORMATION: Zipper is an anything-to-anything translator. It is not table-driven. Translations and data maps can only be established using Zipper-D development system or the Dakin Technology data mapping service. Web site location is: <http://www.pcug.org.au/~dakin>

Programming Language Used by Package:

Portable translator: ANSI C

Zipper-D: Object Pascal

Datacom Global Corporation

ADDRESS: Two Tower Center
East Brunswick, NJ 08816

CONTACT: Linda Siegel

PHONE: (800) EDI-X400
(908) 246-7000

PRODUCT: EDI-Answer

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Stratus VOS; Stratus FTX (Unix); IBM RS/6000 AIX; Sun Solaris; Unixware; SCO Unix; Windows 95 and Windows NT (Beta 5/96); HP (2nd quarter 1996)

EDI STANDARDS SUPPORTED: X12 and all subsets, EDIFACT, AIAG, CargoIMP

PRICING:

Basic Package Cost: \$20,000 – \$200,000, depending on hardware, operating system, and configuration

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 18 percent renewable term license

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: Initial training included in purchase price; additional training can be contracted

Additional Fees: None

GSA/DoD Schedules or Contracts: None - available through business partners

NETWORKS DIRECTLY ACCESSED: Network independent — product includes a customizable communications interface; Datacom will also develop EDI VAN communication scripts.

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1992

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 11

Hot Line: 4

Total: 15

MISCELLANEOUS INFORMATION: EDI-Answer provides routing and mailboxing functions; it also supports interactive, immediate-response, and batch modes of EDI. EDI-Answer includes a dictionary customization tool for supporting proprietary standards.

Programming Language Used by Package: C

Data Management Strategies, Ltd.

ADDRESS: 725 Barclay Circle, Suite 240
Rochester Hills, MI 48307

CONTACT: Randall Smith
Craig Douglas

PHONE: (810) 853-2444

PRODUCT: Pro_EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible XT/AT or PS/2 with 640K RAM, 20MB hard drive with MS-DOS 3.1 or higher, Windows 3.1, AT&T Unix System V/Release 3 or 4, SCO Unix, or OS/2 V2.1

EDI STANDARDS SUPPORTED: EDIFACT, AIAG, X12 and all subsets including TDCC, VICS, WINS

PRICING:

Basic Package Cost:

DOS, Windows, OS/2 (single user): \$4,700

PC LAN (1 to 20 users): \$6,000

PC LAN (over 20 users): \$7,500

Unix: \$10,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

DOS, Windows, OS/2 (single user): \$750

PC LAN (1 to 20 users): \$900

PC LAN (over 20 users): \$1,125

Unix: \$1,500

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: Basic package cost includes one day of training at user's facility (travel and living expenses are extra); additional training is \$600 per day plus expenses

Additional Fees: Consulting at \$600 per day plus travel and living expenses

GSA/DoD Schedules or Contracts: GSA00K93AGS0413

NETWORKS DIRECTLY ACCESSED: AT&T, GEIS, Advantis, ORDERNET, and all other major VANs.

VENDOR EXPERIENCE:

Year Company Founded: 1988

Date Package First Available: 1989

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 9

Hot Line: 7

Total: 19

MISCELLANEOUS INFORMATION Pro_EDl for the HP 3000 and HP 9000 is available from ProSoftware, Inc. at (810) 299-0020.

Programming Language Used by Package: COBOL

Digital Equipment Corporation

ADDRESS: 40 Old Bolton Road
MS OGO1-1/M11
Stow, MA 01775-1215

CONTACT: Wayne Toye

PHONE: (508) 496-8362
e-mail: wayne.toye@ogo.mts.dec.com

PRODUCT: DEC/EDI — client/server software that includes communications, translation, mapping, and management features
HostBridge — optional, integrates DEC/EDI with IBM mainframes
EDI Cockpit — optional, Windows-based, end-user client software with a graphical user interface for accessing management, tracking, and routing information
DEC/EDI Command Center — optional, Windows-based, configuration software with a graphical user interface for creating and maintaining data maps, trading partner profiles, and communication links

HARDWARE/OPERATING SYSTEM ENVIRONMENT:

DEC/EDI Server: VAX or Alpha under OpenVMS operating system
DEC/EDI Application Clients: integrates with applications that operate on VAX, Alpha and IBM mainframes under DEC UNIX, VAX OpenVMS, Alpha OpenVMS, IBM MVS-CICS, IBM VSE-CICS, and IBM MVS-Batch operating systems
EDI Cockpit: IBM compatible PC with Windows
DEC/EDI Command Center: IBM compatible PC with Windows

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, VICS, WINS, UCS, ODETTE, AIAG, TRADACOMS, CIDX, EIDX, HIBCC, EDIFICE, GTDI

PRICING:

Basic Package Cost:

DEC/EDI: \$9,000 and up, depending on processor size
HostBridge: \$10,000 and up
Application clients: \$2,000 and up
EDI Cockpit: \$795
DEC/EDI Command Center: \$2,500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Fee varies based on service and warranty contract; average is 15 percent of software purchase price

Maintenance Fee Includes: Depends on service and warranty contract purchased; averages 15 percent of software purchase price

Training Fee: Varies

Additional Fees: None

GSA/DoD Schedules or Contracts: GS00K94AGS5674

NETWORKS DIRECTLY ACCESSED: GEIS; (MCI) BT Tymnet; AT&T; Harbinger; Advantis; Sprint; ORDERNET; Telecom Canada; and others

VENDOR EXPERIENCE:

Year Company Founded: 1957

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION: Communications software component provides concurrent support for bisynchronous (2780/3780); X.400; X.435; and OFTP/X.25 protocols using VANs or direct connections. DEC/EDI also supports DECnet/OSI, TCP/IP, and IBM SNA environments concurrently.

Programming Language Used by Package: C

DIGIT Software, Inc.

ADDRESS: P. O. Box 1425
Silver Spring, MD 20902

CONTACT: Hedy Ross

PHONE: (301) 593-8952

PRODUCT: MacEDI — EDI translator for Apple Macintosh hardware
WinEDI — EDI translator for IBM compatible PC
EDI translation service

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Apple Macintosh; IBM compatible PC with Windows

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, VICS, UCS, EDIFACT, TRADACOMS

PRICING:

Basic Package Cost: \$1,950 for transaction manager; data mapper available for additional fee. Low cost, limited feature versions of MacEDI and WinEDI are available.
EDI translation service: monthly fee plus character charges. Call for specifics.

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: \$300 per data map; no charge if the data mapper is purchased

Annual Maintenance Fee: \$400

Maintenance Fee Includes: Software enhancements, hot line, standards updates, data map update

Training Fee: \$1,200 per day for on-site advanced systems training

Additional Fees: Communications software may be purchased

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: AT&T; MCI; CommerceNet; Advantis; GEIS; RAILINC; Kleinschmidt; Harbinger, Wal-Mart

VENDOR EXPERIENCE:

Year Company Founded: 1988

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 3

Total: 8

MISCELLANEOUS INFORMATION: DIGIT software has a world wide web site at
<http://www.digitsw.com>

Programming Language Used by Package: C

Diversified Systems Resources

ADDRESS: TRW-Reda Building Suite 312
Fourth and Dewey St.
Bartlesville, OK 74003

CONTACT: Gary Sloop

PHONE: (800) 843-7606 Ext. 1877

PRODUCT: PassportGOLD — generic translator, including a data mapping module
PassportMED — translator for health insurance transactions
Passport EDI Services — translation and forwarding service for small businesses

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC 286 or higher with MS-DOS 5.0 or higher; Windows version requires IBM compatible 386 or higher; AS/400

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost:

PassportGOLD (DOS): \$500

PassportGOLD (Windows): \$995

PassportGOLD (AS/400): \$2,500

PassportMED (DOS): \$375

Passport EDI Services: \$75 per month, minimum 6 months, includes 10 documents; each additional document translation is \$1. Fee includes mapping, translation, and network services

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: PassportGOLD (DOS): \$100; PassportGOLD (Windows): \$200

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: \$500

Additional Fees: None

GSA/DoD Schedules or Contracts: GS00K95AGS2011

NETWORKS DIRECTLY ACCESSED: Advantis, AT&T

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available:

PassportGOLD (DOS): 1993

PassportGOLD (Windows): 1995

PassportGOLD (AS/400): 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 20

Hot Line: 8

Total: 34

MISCELLANEOUS INFORMATION: Diversified Systems Resources also offers data mapping services, special reporting, and customized screens.

Programming Language Used by Package: C, C++

DNS Worldwide

ADDRESS: Six New England Executive Park
Burlington, MA 01803-5080

CONTACT: Terry Kerans

PHONE: (800) 624-6354
(617) 272-4252

PRODUCT: EDI/Entry — translation software core module
EDI/Developer — optional mapping module
EDI/Batch — front-end processor and call scheduler
EDI/Edge Suite — all three products bundled together

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Any MS-DOS computer with 30 MB free hard disk, 640K RAM, MS-DOS 3.3 or higher, Windows 3.1; RS/6000 (AIX). LAN versions available.

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, UCS, EDIFACT, and all other public U.S. standards

PRICING:

Basic Package Cost:

EDI/Entry: \$995
EDI/Developer: \$1,495
EDI/Batch: \$495
EDI/Edge Suite: \$2,495

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

EDI/Entry: \$350
EDI/Developer: \$350
EDI/Batch: \$100
EDI/Edge Suite: \$800

Maintenance Fee Includes: Unlimited toll-free hot line, standards updates, software enhancements, quarterly newsletter

Training Fee: \$750 for 2-day classes; \$950 for 3-day classes

Additional Fees: Partner sets — \$200 first transaction; \$100 each additional transaction

GSA/DoD Schedules or Contracts: GSA Schedule E GS00K95AGS2016

NETWORKS DIRECTLY ACCESSED: All major EDI VANs

VENDOR EXPERIENCE:

Year Company Founded: 1979

Date Package First Available: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 7

Total: 39

MISCELLANEOUS INFORMATION: DNS offers trading partner expansion programs, consulting, and implementation services.

Programming Language Used by Package: C

EDI Able, Inc.

ADDRESS: Great Valley Corporate Center
20 Valley Stream Parkway, Suite 140
Malvern, PA 19355

CONTACT: John McTear

PHONE: (800) 622-6118
(215) 993-0851

PRODUCT: FrEDI
Visual EDI — Windows-based EDI translator with data mapping utility

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS and Windows, Windows NT, OS/2; LAN compatible

EDI STANDARDS SUPPORTED: X12, UCS, EDIFACT, TRADACOMS

PRICING:

Basic Package Cost:

FrEDI: Standalone \$495; front-end \$2,495

Visual EDI: \$4,495

Special pricing programs are available to Government trading partners.

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set:

FrEDI: Additional transaction sets pre-configured to meet trading partner requirements;

Government trading partner transaction set modules: \$49

Commercial trading partner transaction set modules: \$195

Visual EDI: None

Annual Maintenance Fee:

FrEDI: 20 percent of software price

Visual EDI: \$900

Maintenance Fee Includes: 24 hour toll-free hot line, standards updates, software enhancements

Training Fee:

FrEDI: No charge for installation via telephone; prices for installation and training at the user's facility varies by location

Visual EDI: \$250 for one day; \$750 for two day product training at EDI Able's facility

Additional Fees: Custom programming and consulting

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: EDI-Able remarkets Advantis and MCI EDI VAN services, providing full support; will provide connectivity to other VANs upon request; and uses DATAMATIX, Inc. for bid profiling and network services for select Government procurement initiatives.

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 10

Hot Line: 9

Total: 29

MISCELLANEOUS INFORMATION: New line of products scheduled for release in Fall 1995 EDI Manager, a general purpose EDI translation software engine; and VEIL, a virtual EDI integration library.

Programming Language Used by Package: C

EDI Consultants, Inc.

ADDRESS: 12200 Northwest Freeway, Suite 418
Houston, TX 77092

CONTACT: Joseph Buffalo

PHONE: (713) 680-9596

PRODUCT: PDQ-EDI/T — front end or standalone translator package
PDQ-EDI/M — multiple user (network) translator package

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 386 or higher, with MS-DOS 5.0, 200 MB hard drive, 4MB RAM

EDI STANDARDS SUPPORTED: X12, TDCC, UCS

PRICING:

Basic Package Cost:

Front-end or standalone three partner support: \$10,000

Multiple users (network): \$15,000

Includes 180, 204, 210, 214, 980, 990, 997, 880, 810, 812, 820, 850, 855, 856, 875, 879, 888, 889, 891, and 893 Transaction Sets

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

Single PC, front-end: \$1,000

Multi-station: \$1,500

Maintenance Fee Includes: Hot line, software enhancements, standards upgrades, new transaction sets implemented

Training Fee: \$800 per day at user's facility plus travel and living expenses

Additional Fees: Customizing software; call for price quote

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Most major VANs

VENDOR EXPERIENCE:

Year Company Founded: 1993

Date Package First Available: 1993

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 6

Hot Line: 2

Total: 10

MISCELLANEOUS INFORMATION: Product can be converted to Unix or ported to any system that the MicroFocus COBOL compiler supports. EDI Consultants has integrated its translator with order entry/reception, invoicing, accounts receivable, automatic order changes, and bar code applications.

Programming Language Used by Package: COBOL

EDICT Systems

ADDRESS: 1619 Mardon Drive
Dayton, OH 45432

CONTACT: Jason K. Wadzinski
Mark Lawton

PHONE: (513) 429-4288
e-mail: edictsystems@attmail.com

PRODUCT: FORMULA_ONE
FORMULA_ONE for Windows (scheduled for 2nd quarter 1996)

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 386 with MS-DOS 3.3 or higher. IBM compatible 486 recommended for the Windows product.

EDI STANDARDS SUPPORTED: X12, AIAG, WINS, VICS, UCS, TRADACOMS

PRICING:

Basic Package Cost: \$995

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: \$300

Maintenance Fee Includes: Unlimited technical support, trading partners, transaction set charts, and version upgrades of FORMULA_ONE

Training Fee: Telephone training included in purchase price; call vendor for on-site training prices

Additional Fees: Custom reports \$150; custom reformats \$300

GSA/DoD Schedules or Contracts: Pending

NETWORKS DIRECTLY ACCESSED: All major EDI VANs; first connection is free, each additional connections is \$300

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: March 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 3

Total: 12

MISCELLANEOUS INFORMATION: Complete DoD modules are available for all government agencies (including profiling for 840 RFQs)

Programming Language Used by Package: Turbo Pascal 6.0, Assembly

EDI, Inc./TELINK Systems

ADDRESS: 19650 Club House Road
Gaithersburg, MD 20879

CONTACT: Maria Ryan

PHONE: (301) 670-0811

PRODUCT: TELINK
Pro_EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT:

Telink: IBM compatible XT, AT, PS/2, with minimum 20MB hard disk, 640K RAM, MS-DOS 3.1 or higher; Unisys 6000 Series; HP3000 (UX); HP9000 (UX); SCO Unix; RS6000 (AIX)

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, WINS; EDIFACT also supported on Unix platforms

PRICING:

Basic Package Cost:

TELINK/Single Trading Partner: \$750

TELINK/Stand Alone: \$1,500

TELINK/Micro: \$2,300

TELINK/Micro with EDI-MAX Mapper: \$4,300

Pro_EDI for Intel-based Unix: \$750

Pro_EDI for HP: \$13,500

Pro_EDI for RS6000, Sun: \$9,000

All packages include all transaction sets needed by purchaser, 997 and 999 functional acknowledgments, and a communications interface to the buyer's selected network.

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: Microcomputer: \$100 – \$300; Unix products: None

Annual Maintenance Fee: Microcomputer: 18 percent of license fee; Unix: \$1500 – \$2000

Maintenance Fee Includes: Hot line, software enhancements

Training Fee: \$525 per person for 1½ days at EDI, Inc's location for PC-based packages

Additional Fees: Many optional software modules are available; call for prices

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: GEIS; ORDERNET; Kleinschmidt; MCI (BT Tymnet); RAILINC; Telecom Canada; TranSettlements; Western Union; Advantis CompuServe; AT&T; Harbinger; Sprint; DACOM; Global VAN Japan; Ford

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available: 1984

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 3

Total: 20

MISCELLANEOUS INFORMATION: EDI, Inc. also markets an EFT product, "MONEYLINK", and provides consulting services.

Programming Language Used by Package:

Microcomputer: FORTRAN 77

Unisys: FORTRAN 77 and C

EDI Integration Corporation

ADDRESS: Gateway International
1302 Concourse Drive, Suite 301
Linthicum, MD 21090

CONTACT: Dennis A. Brekhus

PHONE: (410) 850-5051

PRODUCT: EAGLE — translator system
EDI-LOC — electronic signature and encryption/authentication system

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 386 or higher, with MS-DOS 5.0 or higher; recommend 25 megahertz or higher and a minimum 40MB hard drive

EDI STANDARDS SUPPORTED: X12, EDIFACT, VICS, WINS, AIAG, CIDX, EIDX, and others

PRICING:

Basic Package Cost:

EAGLE: \$300

EDI-LOC: \$650 – \$2,150. Basic price includes central receiver, key management and one signature origin system; additional signature origin systems are \$50 each. Full price includes hardware-based message encryption and authentication.

Special volume pricing available for bulk purchases of EAGLE or EDI-LOC.

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: EAGLE: \$360

EDI-LOC: \$200 plus \$25 per signature origin system

Maintenance Fee Includes: Toll-free hot line, software enhancements, standards updates, on-line diagnostic support using PCanywhere

Training Fee: \$500 per day at the user's facility plus travel and living expenses

Additional Fees: None

GSA/DoD Schedules or Contracts: GSA Schedule E GS00K95AGS2010

NETWORKS DIRECTLY ACCESSED: All major EDI VANs plus direct dial to trading partners

VENDOR EXPERIENCE:

Year Company Founded: 1987

Date Package First Available:

EDI-LOC: 1989

EAGLE: 1993

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 7

Hot Line: 4

Total: 14

MISCELLANEOUS INFORMATION: EAGLE features include automatic fax transmission of transaction data (requires a fax/modem). EDI Integration also provides EDI systems integration planning, design, and development.

Programming Language Used by Package: Microsoft FoxPro

EDI Solutions, Inc.

ADDRESS: 2051 Killebrew Drive, Suite 220
Minneapolis, MN 55425

CONTACT: Kay Suneson

PHONE: (612) 858-1100
(800) 998-4334

PRODUCT: EDItran — Batch Translation management system
EDImap — PC-based mapping tool (user-definable application interface system)
EDIfast — Realtime translation management system
EDIEasy — PC-based translation management system

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM MVS; DEC VAX (VMS); HP (MPE/V, MPE/XL, UX); IBM compatible PC with MS DOS or Windows; DEC Alpha (VMS); RS/6000 (AIX)

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, VICS, UCS, WINS

PRICING:

Basic Package Cost: Price is based on hardware configuration and includes source code.

EDItran: \$19,000 – \$35,000 (includes EDImap)

EDImap: \$4,800 – \$8,200

EDIfast: \$30,000 – \$60,000 (includes EDImap)

EDIEasy: \$1,500 – \$3,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First year is free; then 15 percent of the current purchase price

Maintenance Fee Includes: 24 hour hot line, software enhancements, standards updates

Training Fee: 2 days of installation are included in basic package cost for EDIfast and EDItran

Additional Fees: Quoted by project

GSA/DoD Schedules or Contracts: GSA Schedule E: GS00K95AGS2019

NETWORKS DIRECTLY ACCESSED: Software is network independent

VENDOR EXPERIENCE:

Year Company Founded: 1986

Date Package First Available:

EDItran: 1985

EDIfast: 1992

EDIEasy: 1993

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 20

Hot Line: 4

Total: 34

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: COBOL, C

Electronic Commerce Solutions

ADDRESS: 12627 Hiddencreek Way
Cerritos, CA 90703

CONTACT: Tim Hurlbut

PHONE: (310) 802-8200 Ext. 175

PRODUCT: PCEZ — DOS-based EDI translator
Paragon — Windows-based translator
DB-EDI Relational System — Unix/VMS based translator

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 386 or higher with MS-DOS or Windows, 4MB RAM, 20MB free hard disk; Unix; VMS

EDI STANDARDS SUPPORTED: X12, UCS, VICS, WINS, TDCC, EDIFACT

PRICING:

Basic Package Cost:

PCEZ: \$695

Paragon: \$1,995; 6-user: \$2,995

PC Unix: \$10,000

DB-EDI Relational System: \$18,000 (VMS); up to \$18,000 for Unix

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

PCEZ: \$300

Paragon: \$450; multi-user: \$750

DB-EDI-EZ (Unix): \$995

DB-EDI Relational System (VMS): Call for prices

Maintenance Fee Includes: Telephone support, software enhancements, standards and trading partner updates

Training Fee: \$250 for 4 hours plus travel and living expenses

Additional Fees: None

GSA/DoD Schedules or Contracts: GS00K95AGS2002

NETWORKS DIRECTLY ACCESSED: AT&T; MCI (BT Tymnet); ORDERNET; GEIS; Kleinschmidt; Advantis; Wal-Mart; Ford

VENDOR EXPERIENCE:

Year Company Founded: 1993

Date Package First Available: 1993

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 7

Hot Line: 4

Total: 17

MISCELLANEOUS INFORMATION: Electronic Commerce Solutions' products support several databases including Oracle, SQLServer, Sybase, FoxPro, Ingres, and Paradox. Electronic Commerce Solutions also offers an EDI service bureau service and a purchasing application, Pro Buy, with EDI functionality for less than \$1,000

Programming Language Used by Package: C, C++, SQL

Electronic Data Systems

ADDRESS: 300 Consilium Place, Suite 800
Scarborough, Ontario M1H3G2

CONTACT: Vic Weatherall

PHONE: (416) 290-2570

PRODUCT: EDI*ASSET (DOS and Windows)
EDI*EXPERT (Unix)

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC 386 or higher with MS-DOS 6.0 or higher and Windows 3.1 or higher (for Windows version); Sun 3; Sun (SPARC); AT&T; Motorola; NCR; RS/6000; Sequent; Prime; Convergent; Data General Aviiion; DEC Ultrix; HP-UX; SCO Unix

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, VICS, WINS, EDIFACT, AIAG, CIDX, EDX, TCIF, and proprietary

PRICING:

Basic Package Cost:

EDI*ASSET: \$2,500, plus \$600 for Group A: X12, TDCC, and UCS or Group B: EDIFACT
EDI*EXPERT:

SCO Unix (PC) — \$4,000, plus \$1,000 for each group of transaction sets (X12 or EDIFACT)

Single Processor/Workstation — \$5,400, plus \$1,000 for each group of transaction sets (X12 or EDIFACT)

Multiple Processor/Workstation — \$10,000, plus \$1,000 for each group of transaction sets (X12 or EDIFACT)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

EDI*ASSET: \$550; Mapper: \$150

EDI*EXPERT:

SCO Unix (PC) — \$1,000

Single Processor/Workstation — \$1,300

Multiple Processor/Workstation — \$3,000

Maintenance Fee Includes: Toll-free hot line, standards updates, software enhancements

Training Fee: Available upon request

Additional Fees: None

GSA/DoD Schedules or Contracts: In proposal stage for Schedule E

NETWORKS DIRECTLY ACCESSED: All major public and private third-party networks

VENDOR EXPERIENCE:

Year Company Founded: 1962

Date Package First Available:

EDI*ASSET: 1987

EDI*EXPERT: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION: Electronic Data Systems is a wholly-owned subsidiary of General Motors. EDS also offers software that addresses specific electronic commerce requirements.

Programming Language Used by Package:

EDI*ASSET: C

EDI*EXPERT: C

ExtoL, Inc.

ADDRESS: 99 North Line Street
P. O. Box 29
Frackville, PA 17931

CONTACT: Anthony Baran

PHONE: (717) 874-0695

PRODUCT: ExtoL EDI Integrator

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM AS/400

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, WINS, EDIFACT, and fixed-length proprietary standards

PRICING:

Basic Package Cost: \$20,000 – \$50,000 depending on processor size

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First year is free; then 12 percent of license fee

Maintenance Fee Includes: Toll-free hot line, software enhancements, standards update

Training Fee: 2 days of installation and training are included in basic package cost (expenses are additional); all additional training is \$800 per day

Additional Fees: Not available

GSA/DoD Schedules or Contracts: GSA GS00K95AGS2018. Questions regarding this contract should be directed to Mark Fanelli at 1-800-326-9972.

NETWORKS DIRECTLY ACCESSED: GEIS, Advantis, ORDERNET, Kleinschmidt, Harbinger, SOLMIS, Wal-Mart, TDNI, and others

VENDOR EXPERIENCE:

Year Company Founded: 1989

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 3

Total: 8

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: Synon/2E, RPG/400, CL

Fischer International Systems Corporation, EDI Division

ADDRESS: 180 Interstate North Parkway
Suite 150
Atlanta, GA 30339

CONTACT: Mike Brown

PHONE: (404) 850-9160

PRODUCT: EDI\Comm

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM AS/400

EDI STANDARDS SUPPORTED: X12, EDIFACT, and most other domestic and international standards including some proprietary

PRICING:

Basic Package Cost: \$6,500 – \$37,500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 15 percent of list price

Maintenance Fee Includes: 24-hour hot line, software enhancements, standards updates, bulletin board, communication modules

Training Fee: Basic training is free; additional training is \$695 per student per class

Additional Fees: None

GSA/DoD Schedules or Contracts: Currently being processed

NETWORKS DIRECTLY ACCESSED: Most major VANs

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: 200

MISCELLANEOUS INFORMATION: Fischer International Systems Corporation also offers software for electronic commerce, multiplatform messaging and office automation, and security products.

Programming Language Used by Package: RPG/400

Frontec AMT, Inc.

ADDRESS: 4 Landmark Square, Suite 301
Stamford, CT 06901

CONTACT: Sheldon Isaacson

PHONE: (203) 977-7100
(203) 977-7134 (fax)

PRODUCT: AMTriX

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM AS/400; Unix platforms (call for specifics)

EDI STANDARDS SUPPORTED: X12, EDIFACT, TRADACOMS, and proprietary standards

PRICING:

Basic Package Cost: \$25,000 – \$50,000 (based on customer requirements)

Additional Charge Per EDI Standard: Not applicable

Additional Charge Per Transaction Set: Not applicable

Annual Maintenance Fee: 18 per cent of license fee

Maintenance Fee Includes: Software enhancements, standards updates, and video-conferenced customer support

Training Fee: Computer-based EDI training \$599, or on-site customer support

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: All major networks

VENDOR EXPERIENCE:

Year Company Founded: 1981

Date Package First Available: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 260 (worldwide)

Hot Line: 20

Total: 280

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C

General Electric Information Services

ADDRESS: 401 North Washington Street
Rockville, MD 20850

CONTACT: Ron Meyer

PHONE: (301) 340-4000

PRODUCT: EDI*PC Advanced System (accesses GE's network and other VANs)
EDI Application Integrator
EDI Transit DOS

HARDWARE/OPERATING SYSTEM ENVIRONMENT:

EDI*PC Advanced System: IBM compatible 386 or higher with MS-DOS 5.0 or higher, 4 MB RAM with 536 KB available, 80 MB hard disk, Hayes 9600 baud modem, 132 column printer or compressed print capability

EDI Application Integrator: HP 9000 (HPUX); IBM RS/6000 (AIX); Stratus (FTX); Sun (SOLARIS); SCO ODT, UNIXWARE; DEC Alpha (1996); Tandem (1996)

EDI Transit DOS: IBM compatible PC

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, and some custom standards

PRICING:

Basic Package Cost:

EDI*PC Advanced System: \$695 for Federal Government; \$1,095 for commercial purchasers and upgrades available for \$299

EDI Application Integrator: Price based on functionality; call for prices

EDI Transit DOS: \$5595 - \$9000

Additional Charge Per EDI Standard:

EDI*PC Advanced System: \$300

EDI Application Integrator: Included in maintenance fee

EDI Transit DOS: Included in maintenance fee

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

EDI*PC Advanced System: None

EDI Application Integrator: None

EDI Transit DOS: Call for prices

Maintenance Fee Includes: Toll-free hot line, standards updates, software enhancements

Training Fee:

EDI*PC: Free telephone training

EDI Application Integrator: Included in purchase price if bundle package purchase

EDI Transit DOS: Included in purchase price if bundle package purchase

Additional Fees: Consulting assistance is also available, call for prices

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED:

EDI*PC Advanced System includes the communications software needed to access GEIS; access to other networks requires additional communications software.

EDI Application Integrator and EDI Transit DOS include TERM scripts and CLEO scripts needed to access EDI*EXPRESS. Communications software needs to be purchased separately.

VENDOR EXPERIENCE:

Year Company Founded: 1897

Date Package First Available:

EDI*PC: 1986

EDI Application Integrator: 1993

EDI Transit DOS: 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 155

Hot Line: 29

Total: 184

MISCELLANEOUS INFORMATION: Toll-free hot line support available

Programming Language Used by Package:

EDI*PC Advanced System: C, Pascal

EDI Application Integrator: C

EDI Transit DOS: C, COBOL

Grace Computer Resources, Inc.

ADDRESS: 204 Merchants Drive
Norcross, GA 30093

CONTACT: Donna Leffew

PHONE: (404) 939-1743

PRODUCT: EDI-Ware

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS or PC-DOS version 3.1 or higher, 640K RAM, 5MB free space on hard drive. (Network compatible with IBM and Novell.)

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, VICS, UCS, including draft standards

PRICING:

Basic Package Cost:

EDI-Ware EMS: \$895, includes free transaction set map; additional "new" transaction sets cost \$150 each

EDI-Ware EMS and Batch Generator: \$1,500

EDI-Ware Batch Generator: \$295, allows unattended operations

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: \$200 per new transaction set for EMS

Annual Maintenance Fee: EMS: \$200; Map: \$500

Maintenance Fee Includes: Software updates, standards updates, hot line

Training Fee: \$115 per hour at the user's facility

Additional Fees: Offers IBM network mailbox; call for details

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Advantis; AT&T; ORDERNET; GEIS

VENDOR EXPERIENCE:

Year Company Founded: 1981

Date Package First Available: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 2

Total: 7

MISCELLANEOUS INFORMATION: Grace Computer also offers consulting services.

Programming Language Used by Package: Visual COBOL

Harbinger Corporation

ADDRESS: 1055 Lenox Park Blvd.
Atlanta, GA 30319

CONTACT: EDI Sales

PHONE: (800) 367-4272

PRODUCT: InTouch*EDI — EDI translation only; no application interface
InTouch*EDI PLUS — includes application interface
InTouch*Commerce for Windows — Windows version of InTouch*EDI PLUS
InTouch*Commerce for MVS — integrated mainframe translator and communications gateway (includes InTouch*Commerce Gateway)
InTouch*Commerce Gateway — translator independent mainframe communications gateway
InTouch*Commerce for Unix — integrated translator and communications gateway (includes InTouch*Commerce Gateway)

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 386 or higher with 20MB, 4MB RAM, MS-DOS 3.3 or higher; IBM compatible 3090 grade processor series with MVS/ESA 3.1.3 or greater; HP 9000 (HP-UX); IBM RS6000 (AIX)

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, EDIFACT, TRADACOMS

PRICING:

Basic Package Cost:

InTouch*EDI: \$1,450, includes all transaction sets and network setup

InTouch*EDI PLUS: \$2,050, includes all transactions sets, network set-up, and application interface

InTouch*Commerce for Windows: \$2,050, same as InTouch*EDI PLUS

InTouch*Commerce for MVS: \$95,000, includes all transaction sets and network set-up

InTouch*Commerce Gateway: \$45,000

InTouch*Commerce Unix: \$70,000, includes all transaction sets and network set-up

Volume discounts are available

Additional Charge Per EDI Standard: Call for prices

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

InTouch*EDI: \$300

InTouch*EDI PLUS: \$400

InTouch*Commerce for Windows: \$400

InTouch*Commerce for MVS: 15 per cent of current license fees after initial 90 day warranty

InTouch*Commerce Gateway: 15 per cent of current license fees after initial 90 day warranty

InTouch*Commerce for Unix: 15 per cent of current license fees after initial 90 day warranty

Maintenance Fee Includes: Standards updates, software enhancements, toll-free hot line, set-up fees

Training Fee: Call for prices

Additional Fees: Call for prices

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: All major networks

VENDOR EXPERIENCE:

Year Company Founded: 1983

Date Package First Available:

InTouch*EDI, InTouch*EDI PLUS: 1988

InTouch*Commerce for Windows: 1995

InTouch*Commerce for MVS: 1983 (originally developed by Texas Instruments)

InTouch*Commerce Gateway: 1983 (originally developed by Texas Instruments)

InTouch*Commerce for Unix: 1988 (originally developed by Texas Instruments)

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 60

Hot Line: 42

Total: 150 (including network services and administration personnel)

MISCELLANEOUS INFORMATION: The "InTouch" products will be renamed "Trusted Link" during the second quarter of 1996.

Programming Language Used by Package: C, C++

Intercoastal Data Corp

ADDRESS: 129 Bankhead Avenue
Carrollton, GA 30117

CONTACT: Stan Ciesielski

PHONE: (404) 834-6469

PRODUCT: FasTran

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS 3.3 or higher (LAN compatible); IBM System 36; AS/400

EDI STANDARDS SUPPORTED: X12, UCS, TDCC, WINS, VICS

PRICING:

Basic Package Cost:

PC: \$2,575

System 36: \$4,700

AS/400: \$5,910 – \$7,910

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: PC: \$600; System 36 and AS/400: 15 percent of purchase price; first 3 months included in purchase price

Maintenance Fee Includes: Standards updates, software enhancements, hot line

Training Fee: \$500 per day plus expenses on-site; \$1,000 per day at vendor site

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Advantis; GEIS; ORDERNET; AT&T, Kleinschmidt; Wal-Mart (others upon request)

VENDOR EXPERIENCE:

Year Company Founded: 1972

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 6

Hot Line: 5

Total: 11

MISCELLANEOUS INFORMATION: Vendor also provides consulting services and trading partner implementation assistance.

Programming Language Used by Package: PC: RPG, Pascal; System 36, AS/400: RPG

LEK Product Marketing Company, Inc.

ADDRESS: 1916 E. 125th Street
Burnsville, MN 55337

CONTACT: Larry Kramer

PHONE: (612) 895-0192

PRODUCT: EDIpl Translation Software

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible AT, 386 or other hardware with Unix and Unix-equivalent operating systems, including SCO Unix, SCO Xenix, XELOS, ALTOS Unix, AIX (RS/6000)

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, WINS, EDIFACT

PRICING:

Basic Package Cost:

System integrator's license: \$22,000 plus \$250 per installation (includes one standards release)

Unix-site license: \$7,500 or higher depending on hardware (includes all standards)

Additional Charge Per EDI Standard: System integrators: \$5,000 per standards release

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Unix-site license or system integrator: \$2,000 minimum or 20 percent of license and standards fee

Maintenance Fee Includes: Hot line, standards updates, software enhancements

Training Fee: Call for prices

Additional Fees: LEK will customize mapping of EDI data to application data base formats, typically at a cost of \$500 per transaction set

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Network interface software is provided for asynchronous communications VAN interfaces to GEIS and ORDERNET; LEK will write scripts to interface other VANs.

VENDOR EXPERIENCE:

Year Company Founded: 1985

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION: LEK provides custom programming services; it also provides applications interfaces for some order entry and accounts receivable systems.

Programming Language Used by Package: C

M.B. Foster Associates Limited

ADDRESS: P.O. Box 580, 50 Water Street
Chesterville, Ontario K0C 1H0

CONTACT: Dawna Whitehead

PHONE: (613) 448-2333

PRODUCT: EDI Windows

HARDWARE/OPERATING SYSTEM ENVIRONMENT: HP 3000, HP 9000, RS/6000, DEC VAX

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, UCS, WINS

PRICING:

Basic Package Cost: 3,600 – \$44,550, depending on software module and CPU size

Additional Charge Per EDI Standard: Call for prices

Additional Charge Per Transaction Set: Call for prices

Annual Maintenance Fee: Call for prices

Maintenance Fee Includes: Hot line, software enhancements, standards upgrades

Training Fee: \$5,500 plus travel and living expenses for 5 days at user's facility

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Most major VANs and many private networks

VENDOR EXPERIENCE:

Year Company Founded: 1977

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 2

Hot Line: 2

Total: 6

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C

MPACT Immedia

ADDRESS: 17197 North Laurel Park Drive
Livonia, MI 48152

CONTACT: Michael Peplinski

PHONE: (313) 462-2244 ext. 130

PRODUCT: MessageWay (includes XWAY translator and store-and-forward messaging)

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Tandem Non-Stop Systems

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, and derivative standards

PRICING:

Basic Package Cost: \$45,000 – \$180,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 18 percent of purchase price

Maintenance Fee Includes: Standards updates, toll-free telephone hot line, software enhancements

Training Fee: \$300 per day at MPACT facilities

Additional Fees: Many options are available; call for prices

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: GEIS; RAILINC; Kleinschmidt; ORDERNET; MCI; Advantis; Harbinger; and other major networks

VENDOR EXPERIENCE:

Year Company Founded: Initially founded as Merit Systems, Inc. in 1977

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 45

Hot Line: 10

Total: 55

MISCELLANEOUS INFORMATION: MPACT Immedia also provides EDI consulting and application integration services; SegWay API and ExpressWay E-MAIL products are available as options. MPACT Immedia supports all major data communications protocols.

Programming Language Used by Package: C, TAL, Pathway, COBOL 85

Neumenon, Inc.

ADDRESS: 39555 Orchard Hill Place
Suite 160
Novi, MI 48375

CONTACT: Sue DeMeester

PHONE: (800) 234-7253
(313) 380-0600

PRODUCT: Wright EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM System 36, AS/400

EDI STANDARDS SUPPORTED: X12, WINS, VICS, TDCC, AIAG

PRICING:

Basic Package Cost:

System 36: \$6,000

AS400: \$6,000 – \$24,000

(Basic package includes translator, communications software, and management reports.)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: \$600

Annual Maintenance Fee: 18 percent of total current value of package; first 90 days are free

Maintenance Fee Includes: Standards upgrades, software enhancements, hot-line support

Training Fee: \$600 per day

Additional Fees: Neumenon will program custom interfaces for \$100 per hour

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Advantis; GEIS; Kleinschmidt; ORDERNET; AT&T; GM; Ford; Chrysler; Wal-Mart; Toyota; NUMMI; Mack Truck. (Neumenon will access additional networks as requested; the cost will depend upon the user's requirements.)

VENDOR EXPERIENCE:

Year Company Founded: 1977

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 2

Total: 10

MISCELLANEOUS INFORMATION: Neumenon's X12 experience is primarily in the automotive industry. However, it also offers manufacturing, distribution, and automotive accounting software products; and it provides consulting services.

Programming Language Used by Package: RPG and Synon (CASE Tool)

PaperFree Systems, Inc.

ADDRESS: 11350 Random Hills Rd., Suite 300
Fairfax, VA 22030

CONTACT: Daniel Kazzaz

PHONE: (703) 267-7204

PRODUCT: WIN-MDP — mapping development tool
WIN-RTP — run-time engine

HARDWARE/OPERATING SYSTEM ENVIRONMENT:

WIN-MDP: IBM compatible PC 386 or higher with MS-DOS 3.0 or higher or Windows; MVS, VMS, and Unix

WIN-RTP: DOS, Windows, Windows NT; SCO Unix; HP 9000/UX; RS 6000/AIX; Sequent; Tandem; Sun Solaris

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, VICS, UCS, EDIFACT

PRICING:

Basic Package Cost:

WIN-MDP: \$2,900

WIN-RTP (DOS or Windows): \$595

WIN-RTP (other platforms): Call for prices

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

WIN-MDP: \$600

WIN-RTP (DOS or Windows): \$90

Call for other platforms

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: \$1,000 per day for classroom

Additional Fees: \$1,000 per day for consulting

GSA/DoD Schedules or Contracts: GSA Schedule E GS00K95AGS2015

NETWORKS DIRECTLY ACCESSED: Network independent, works with a variety of other manufacturer's communications software (must be provided by user)

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 1

Hot Line: 1

Total: 5

MISCELLANEOUS INFORMATION: WIN-RTP products do not offer EDI document management features such as audit trails and archiving. WIN-RTP products are also embedded in existing commercially available software such as CompuSearch's procurement software and Supply Tech's STX products. PaperFree Systems provides EDI integration services and develops stand-alone applications software that include EDI.

Programming Language Used by Package: C , Paradox for Windows

Perwill EDI

ADDRESS: 7550 Lucerne Road, Suite 307
Middleburg Hts., OH 44130

CONTACT: Fred Remenyi

PHONE: (800) 969-3341
(216) 891-0096

PRODUCT: Microcomputer: Perwill*EDI for PC — A full system that interfaces other packages, applications systems, and minicomputers
Minicomputer: Perwill*EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS or OS/2; AS/400; Unix systems include HP9000, NCR Series 3000, Dell, NCR Tower, Pyramid, HP 3000, Motorola, Unisys 6000, DEC VAX and Alpha, Sun SparcStation, RS/6000, ICL DRS6000, and Bull DPX20

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, EDIFACT, SPEC2000, Healthcare, and other major standards

PRICING:

Basic Package Cost:

Perwill*EDI for PC: \$1,500 – \$5,500

Perwill*EDI: \$7,000 – \$27,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: Call for prices

Annual Maintenance Fee:

Microcomputer: 18 percent of purchase price

Minicomputer: 15 percent of purchase price

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: Available upon request

Additional Fees: None

GSA/DoD Schedules or Contracts: GS00K95AGS2009

NETWORKS DIRECTLY ACCESSED: GEIS; ORDERNET; Advantis; AT&T; Harbinger; MCI; Kleinschmidt

VENDOR EXPERIENCE:

Year Company Founded: 1973

Date Package First Available: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 6

Hot Line: 8

Total: 16

MISCELLANEOUS INFORMATION: Perwill offers a 100 percent trade-in credit to customers that upgrade to a larger hardware platform.

Programming Language Used by Package: C, COBOL

Piedmont Systems, Inc.

ADDRESS: 2554 Lewisville-Clemmons Rd., Suite 201
Clemmons, NC 27012

CONTACT: Chuck Cloer

PHONE: (910) 766-5255

PRODUCT: TEL-EDI
EDI Engine — designed to be linked to application systems, but it lacks an application interface

HARDWARE/OPERATING SYSTEM ENVIRONMENT:

TEL-EDI — IBM compatible PC with MS-DOS, SCO Unix System V, or SCO Xenix
EDI Engine — DOS

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, and all subsets

PRICING:

Basic Package Cost:

TEL-EDI: \$1,995

EDI Engine: Call for prices

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

TEL-EDI base: \$400

TEL-EDI data mapping utility: \$300

EDI Engine: Not available

Maintenance Fee Includes: Standards updates, unlimited phone support

Training Fee: TEL-EDI: \$600 per day plus expenses

Additional Fees: Data mapping utility is available for \$1,690

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: GEIS; MCI (BT Tymnet); Western Union; Kleinschmidt; Advantis; ORDERNET

VENDOR EXPERIENCE:

Year Company Founded: 1987

Date Package First Available:

TEL-EDI: 1987

EDI Engine: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 2

Hot Line: 2

Total: 5

MISCELLANEOUS INFORMATION:

Programming Language Used by Package:

TEL-EDI: BASIC and C

EDI Engine: C

Premenos Corp.

ADDRESS: 1000 Burnett Avenue, Second Floor
Concord, CA 94520

CONTACT: Richard Ludlow

PHONE: (800) 426-3836

PRODUCT: EDI/400 — translator for the IBM AS/400
EDI/e — Unix-based translator
Templar — provides data security when transmitting EDI data over the Internet

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM Compatible PC (Windows NT), AS/400, RS/6000 (AIX); HP 9000 (HP UX); Sun SPARC; OS/400

EDI STANDARDS SUPPORTED: X12, TDCC, AIAG, VICS, UCS, WINS, NWDA, EDIFACT, TRADACOMS, ODETTE, and proprietary standards

PRICING:

Basic Package Cost:

EDI/400: \$7,500 – \$53,000

EDI/e: \$10,000 – \$60,000

Templar: Windows \$449; X Window/Microsoft Windows Client \$99; Unix server \$5,990

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 15 percent of current list price

Maintenance Fee Includes: Standards updates, software enhancements, telephone support, newsletter, documentation upgrades

Training Fee: \$885 for basic EDI/400 and EDI/e; \$590 for two day advanced EDI/400, \$1,375 for five day advanced EDI/400 class

Additional Fees: Not available

GSA/DoD Schedules or Contracts: Pending

NETWORKS DIRECTLY ACCESSED: GEIS; ORDERNET; Advantis; AT&T; Kleinschmidt; TranSettlements; Harbinger; Agri Data; Ford; Chrysler; GM; Toyota; Wal-Mart; MCI; Sprint; and others

VENDOR EXPERIENCE:

Year Company Founded: 1987 (parent company formed in 1976)

Date Package First Available:

EDI/400: 1987

EDI/e: 1991

Templar: 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 60

Hot Line: 25

Total: 85

MISCELLANEOUS INFORMATION: Toll-free telephone support.

Programming Language Used by Package: RPG/400, C, C++

Radley Corporation

ADDRESS: 23077 Greenfield Suite 440
Southfield, MI 48075

CONTACT: David Barks

PHONE: (616) 554-9060

PRODUCT: Radley-EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT: DEC VAX/VMS and Alpha (OpenVMS and OSF/1); HP 9000 (UX); IBM RS/6000 (AIX); Data General Aviion (UX); platforms using SCO Unix and Xenix; call for others

EDI STANDARDS SUPPORTED: X12, TDCC, VICS, WINS, UCS, AIAG, EDIFACT, ODETTE, TRADACOMS

PRICING:

Basic Package Cost: \$3,000 – \$50,000, depending on hardware platform

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Minimum \$850, based on CPU

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: \$800 per day plus expenses

Additional Fees: \$600 to set up a trading partner and its transaction sets

GSA/DoD Schedules or Contracts: GS00K95AGS2013

NETWORKS DIRECTLY ACCESSED: GEIS; Advantis; ORDERNET; Kleinschmidt; MCI (BT Tymnet); and others

VENDOR EXPERIENCE:

Year Company Founded: 1980

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 5

Total: 20

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C, DBL Synergy

RMS Electronic Commerce Systems

ADDRESS: 19500 Victor Parkway, Suite 375
Livonia, MI 48152

CONTACT: Don Hogan (OmniTrans)
VLT Marketing (VLT)

PHONE: (313) 462-1200
(313) 462-1628 (fax)

PRODUCT: OmniTrans
Variable Length Translator (VLT)

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS and Windows; Unix-based systems with Unix SVR4, UnixWare, Sun OS, Solaris, SCO, or HP UX

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, and proprietary applications

PRICING:

Basic Package Cost:

OmniTrans: Development — CAMS GUI workbench \$11,900 per developer
Production — \$2,500 per multiple translator

VLT: \$2,150, includes one communications link, one trading partner specific outgoing document format, and unlimited incoming document types

Additional Charge Per EDI Standard:

OmniTrans: Approximately \$3,000 for support of an entire EDI standard
VLT: None

Additional Charge Per Transaction Set:

OmniTrans: None for support standards
VLT: \$300 for outgoing transaction sets

Annual Maintenance Fee:

OmniTrans: 20 percent of license value
VLT: \$350 for standards updates and software enhancements; \$300 for hot line

Maintenance Fee Includes: Hot line support, support standards updates, software enhancements

Training Fee:

OmniTrans: \$2,400 per student for 5-day laboratory course. Custom training offered.
VLT: \$250 at RMS's location; \$750 at user's facility plus expenses

Additional Fees: Implementation services and data mapping available

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: GEIS; Advantis; MCI (BT Tymnet); ORDERNET; RAILINC; AT&T; CompuServe; and other major VANs

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available:

OmniTrans: 1992

VLT: 1986

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 7

Hot Line: 9

Total: 20

MISCELLANEOUS INFORMATION: RMS also offers consulting services and an EDI data mapper (RMS VLT Customizer: \$1,650) and a processor scheduler (RMS Unattended VLT Operations: \$995).

Programming Language Used by Package:

OmniTrans: C

VLT: COBOL

SoftCare Consulting Inc.

ADDRESS: 4240 Manor St. Suite 211
Burnaby, BC V5G 1B2
Canada

CONTACT: Martyn Armstrong

PHONE: (604) 434-7638

PRODUCT: TradeLink EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC 386 or higher with MS-DOS; multiple Unix platforms including Altos System V/386, AT&T 3B2, Data General Aviiion (SVR4), DEC Alpha (OSF/1), HP 9000, NCR Tower 32/200, Pyramid Targon, SCO Xenix, and Tandem FT Series SVR3 and SVR4

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, VICS, WINS, EDIFACT

PRICING:

Basic Package Cost: \$2,800 – \$20,000, depending on hardware platform; volume pricing available

Additional Charge Per EDI Standard: Included in maintenance fee

Additional Charge Per Transaction Set: Included in maintenance fee

Annual Maintenance Fee: 15 percent of purchase price

Maintenance Fee Includes: Software enhancements, standards updates

Training Fee: \$2,000 for 2 days and two students; classroom instruction and custom training are also available

Additional Fees: EDI consulting available at \$125 per hour; programming and technical assistance available at \$95 per hour

GSA/DoD Schedules or Contracts: Contact TRW Systems Integration Group in Fairfax, VA

NETWORKS DIRECTLY ACCESSED: Most major networks

VENDOR EXPERIENCE:

Year Company Founded: 1989

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 5

Hot Line: 1

Total: 7

MISCELLANEOUS INFORMATION: Product supports X.25, X.400, X.435, and X.500; X12.58 security support available for financial EDI transactions; SoftCare's EDI Messaging Alliance Partners include BCTEL, TRW, and Tandem Computers.

Programming Language Used by Package: TAOS 4GL Object Oriented

Sprint

ADDRESS: 6666 W. 110th Street
Overland Park, KS 66211

CONTACT: Carl Hopkins

PHONE: (913) 661-8368

PRODUCT: InTouch*EDI — data input screens only; no application interface
InTouch*EDI PLUS — above plus an application interface

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC, XT, AT, PS/2
with 10MB, 640K RAM, MS-DOS 3.0 or higher

EDI STANDARDS SUPPORTED: X12, TDCC, WINS, UCS, EDIFACT

PRICING:

Basic Package Cost:

InTouch*EDI — all transaction sets, network setup: Call for prices

InTouch*EDI PLUS — above plus application interface: Call for prices

Additional Charge Per EDI Standard: Call for prices

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Call for prices

Maintenance Fee Includes: Standards updates, software enhancements, toll-free hot line

Training Fee: Call for prices

Additional Fees: Call for prices

GSA/DoD Schedules or Contracts: Software is available to DoD and other Government activities through GSA contract GS-00F-33102.

NETWORKS DIRECTLY ACCESSED: Uses only Sprint network; interconnects are available to other major networks

VENDOR EXPERIENCE:

Year Company Founded: Not available

Date Package First Available: 1982

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION: Sprint has modified Harbinger*EDI Services' translation software products to operate with its EDI VAN.

Programming Language Used by Package: C, Btrieve

Sterling Software, Federal Electronic Commerce Division

ADDRESS: 1650 Tysons Boulevard, Suite 800
McLean, VA 22102

CONTACT: Howard Stern, Vice President, Marketing

PHONE: (800) GOVT-EDI
(703) 506-0800

PRODUCT: GENTRAN:Basic for MVS and DOS/VSE
GENTRAN:Plus — translation and communications for IBM MVS and
DOS/VSE mainframes requiring simultaneous communication sessions
GENTRAN:Realtime — on-line translation software for IBM MVS mainframes
that permits immediate processing of time-critical documents
GENTRAN:Basic for the AS/400
GENTRAN:Basic for the HP 3000
GENTRAN: Mentor — Unix and Windows-based translation software
GENTRAN: Excel — DOS and Unix-based translation software
GENTRAN: Director — Windows-based translation and communications for
IBM PCs and compatibles
GENTRAN: Integrator — Software developer's kit for GENTRAN: Director
GENTRAN: Server — electronic commerce messaging gateway that processes
EDI and non-EDI messages.

HARDWARE/OPERATING SYSTEM ENVIRONMENT: All IBM and plug compatible
mainframes running MVS or DOS/VSE; AS/400; RS/6000; Sun SPARC; HP 3000; HP 9000;
NCR 3000; Sequent 2000; SCO UNIX; Unisys; and other Unix platforms; IBM compatible PC
with MS-DOS 3.1 or Windows 3.1

EDI STANDARDS SUPPORTED: X12, TDCC, AIAG, VICS, UCS, WINS, EAGLE, NWDA,
EDIFACT, TRADACOMS, ODETTE, and others.

PRICING:

Basic Package Cost: \$1,695 to \$150,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

Mainframe and Unix products: 18 percent of published list price

Midrange products: 15 percent of published list price

GENTRAN: Director: \$495

Maintenance Fee Includes: Standards updates, hot line, software enhancements

Training Fee: Call for prices

Additional Fees: Product training and implementation services are available. Call for prices.

GSA/DoD Schedules or Contracts: Most of the translation software packages are available through the GSA schedules, FDC Technologies, and Oracle Federal. Call Sterling Software for the contract type and the schedule or contract number. GENTRAN:Excel is available to DoD activities through the SPLICE, SBIS, ICASE, and the SMSCRC contracts.

NETWORKS DIRECTLY ACCESSED: ORDERNET; MCI (BT Tymnet); GEIS; Advantis; TranSettlements; Kleinschmidt; RAILINC; Harbinger; AT&T; Infonet; Transnet; GM; Ford; Chrysler

VENDOR EXPERIENCE:

Year Company Founded: 1968

Date Package First Available:

Year EDI Service First Available: 1976

Year EDI Software First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Over 100

Hot Line: Over 50

Total: Over 300

MISCELLANEOUS INFORMATION: Sterling Software offers many other EDI support products including EDI VAN services; call for details.

Programming Language Used by Package: C, C++, COBOL, RPG

St. Paul Software

ADDRESS: 754 Transfer Road
St. Paul, MN 55114

CONTACT: Larry J. Haisting

PHONE: (612) 641-0963
(612) 641-0609 (fax)

PRODUCT: Interconn — DOS-based translator
spEDI*tran — DOS or Unix-based translator
spEDI*exec — Unix-based scheduling package
spEDI*map — GUI-based mapping tool for Windows or Unix

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with DOS or Windows; Unix platforms including Altos, AT&T, Bull, Control Data, Data General, DEC, HP, IBM, Mips, Motorola, NCR, Pyramid, Sequent, Sequoia, Sun, Tandem, Texas Instruments, and Unisys

EDI STANDARDS SUPPORTED: X12, EDIFACT, CALS, HEDIC, TDCC, AIAG, UCS, VICS, WINS,

PRICING:

Basic Package Cost:

Interconn: \$1,995
spEDI*tran: DOS: \$2,700; Unix: \$4,400 – \$18,150
spEDI*map: DOS: \$1,500; Unix: \$2,200 – \$5,500
spEDI*exec: \$1,100 – \$3,300 (Unix only)

Additional Charge Per EDI Standard:

Interconn: \$250 – \$750 for all transaction sets for a trading partner or hub
spEDI*tran: None; all transaction sets within the selected standard and version are included; additional standards versions are \$500 or free with maintenance renewal
spEDI*map and spEDI*exec: not applicable

Additional Charge Per Transaction Set: None. All transaction sets within the selected EDI standard version are included with the core system.

Annual Maintenance Fee:

Interconn: \$399
spEDI*tran, spEDI*map, and spEDI*exec: 15 percent of the retail software price

Maintenance Fee Includes: Software enhancements, hotline support, and one additional EDI standard version per renewal period

Training Fee: \$1,000 per day plus travel and living expenses

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Most major VANs including AT&T, Advantis, MCI, GEIS, Harbinger, ORDERNET, and RAILINC

VENDOR EXPERIENCE:

Year Company Founded: 1981

Date Package First Available:

Interconn: 1983

spEDI*tran: 1989

spEDI*map: 1993

spEDI*exec: 1993

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 14

Hot Line: 6

Total: 45

MISCELLANEOUS INFORMATION: St. Paul Software also has an EDI service bureau that offers EDI to fax capability, fax to EDI capability, hub roll-out programs, manual fax processing, EDI translation services, EDI crisis intervention, network services, and other custom services.

Programming Language Used by Package:

Interconn: Microsoft QuickBASIC

spEDI*tran: C

spEDI*map: C

spEDI*exec: C

Supply Tech, Inc.

ADDRESS: 1000 Campus Drive
Ann Arbor, MI 48104

CONTACT: Daniel M. Faletti

PHONE: (313) 998-4044

PRODUCT: STX for the Microcomputer — PC-based EDI translator
STX for Windows — Windows-based EDI translator
STX12 for the Mainframe — mainframe EDI translator
XMAP for the Microcomputer — PC-based mapping product

HARDWARE/OPERATING SYSTEM ENVIRONMENT:

STX (DOS): IBM compatible XT, AT, PS/2, 386 with 640K RAM, 10MB hard disk (recommends 20MB), MS-DOS 3.0 or higher;

STX for Windows: IBM compatible 486 or higher, 8 MB RAM, 40 MB hard drive, Windows 3.1 or higher

STX12: IBM compatible mainframe (MVS and DOS/VSE)

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, EDIFACT, and DoD conventions

PRICING:

Basic Package Cost:

STX for the Microcomputer: \$2,495

STX for Windows: \$2,495

STX12 for the Mainframe: \$9,500 – \$35,000

XMAP for the Microcomputer: \$2,900

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

Microcomputer (DOS and Windows): \$660 – \$900

Mainframe: 15 percent of list price

XMAP: \$600

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: \$495 per person per day at Supply Tech's site; \$1,595 per day plus travel expenses at user's facility

Additional Fees: Call for prices

GSA/DoD Schedules or Contracts: Supply Tech's products are available to DoD activities through GSA Contract #GS00K94AGS5423PS01 and GS00K95AGS2006.

NETWORKS DIRECTLY ACCESSED: GEIS; ORDERNET; Kleinschmidt; RAILINC; TranSettlements; Western Union; Advantis; Dialcom; Telecom Canada; DATA PAC; CompuServe; AT&T; MCI (BT Tymnet); Infonet; Harbinger; Advantis; SITA; Internet; and others including private VANs.

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1984; STX for Windows: 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 35

Hot Line: 46

Total: 171

MISCELLANEOUS INFORMATION: Supply Tech also offers EDI implementation programs, education, and consulting services.

Programming Language Used by Package: MicroFocus COBOL, C++

Synergistic Systems, Inc.

ADDRESS: 442 3rd Street
Neptune Beach, FL 32266

CONTACT: David Lee
Paige Dampier

PHONE: (904) 249-0201

PRODUCT: BIZIBOX

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS 5.0, 20MB hard disk, 2MB RAM; front-end to host environment via appropriate emulation including VT100 and 3270

EDI STANDARDS SUPPORTED: All major public and proprietary standards

PRICING:

Basic Package Cost:

\$1,895: Stand-alone system for PC or AT with one transaction set

\$8,495: Flat-file system for AT or 386, with six transaction sets, unlimited trading partners

\$14,495: For 386 or 486 only, direct mapping from application data to standards, includes six transaction sets, LAN compatible, unlimited trading partners

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: \$495

Annual Maintenance Fee: First 90 days are free, then 15 percent of purchase cost

Maintenance Fee Includes: Standards updates, software enhancements, customer support

Training Fee: Included in purchase price

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Advantis; TranSettlements; GEIS; MCI; all other major networks and proprietary hubs

VENDOR EXPERIENCE:

Year Company Founded: 1986

Date Package First Available: 1988

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 4

Hot Line: 2

Total: 4

MISCELLANEOUS INFORMATION: Synergistic Systems specializes in distributed processing for mid- to large-size computer systems.

Programming Language Used by Package: C, C++

Telecom Finland Ltd, Telemedia

ADDRESS: P.O. Box 140
00511 Helsinki, Finland

CONTACT: Pasi Nikulainen
e-mail: pasi.nikulainen@Tele.telebox.fi

PHONE: +358 2040 2514
+358 2040 2004 (fax)

PRODUCT: EDISERVER

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Unix

EDI STANDARDS SUPPORTED: EDIFACT, GTDI, X12, and all subsets

PRICING:

Basic Package Cost: US \$20,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: US \$4,000

Maintenance Fee Includes: Hot line and software updates

Training Fee: Approximately US \$1,500 per day

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Via TCP/IP FTP, OFTP or X.400: any VAN specific interfaces on request or from third parties.

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 7

Hot Line: 4

Total: 15

MISCELLANEOUS INFORMATION: EDISERVER is a "Corporate EDI Gateway" with integrated X.400, TCP/IP/Internet and OFTP communications and event driven transaction routing

Programming Language Used by Package: C and the internal 4GL "EDI" language called TCL (Translator Control Language).

Trinary Systems, Inc.

ADDRESS: 38345 West Ten Mile Road, Suite 330
Farmington Hills, MI 48335

CONTACT: Lydia Maes

PHONE: (810) 442-8540

PRODUCT: EDI WINDOWS

HARDWARE/OPERATING SYSTEM ENVIRONMENT: HP 3000 (MPE/IX); HP 9000 (UX); DEC VAX (VMS), Alpha/OpenVMS; Digital Unix (OSF1); RS/6000 (AIX); SCO (Unix); Windows NT (scheduled for 1996)

EDI STANDARDS SUPPORTED: X12, TDCC, EDIFACT, VCS, WINS, UCS

PRICING:

Basic Package Cost: Call for prices; license price based on 6 price groups, ranging from \$8,400 to \$32,400 depending on CPU

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First year free; subsequent years are 16.6 percent of license fee

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: \$4,000 plus expenses for 4 days at the user's facility with a maximum of 8 students; \$2,000 for 4 days at Trinary's site for one or two students

Additional Fees: Implementation services and third-party communications software

GSA/DoD Schedules or Contracts: GSA Schedule E pending

NETWORKS DIRECTLY ACCESSED: AT&T; MCI; GEIS; Harbinger; CommerceNet; RAILINC; Advantis; Telecom Canada; and others

VENDOR EXPERIENCE:

Year Company Founded: 1985

Date Package First Available: 1989

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 17 (10 in integration services, 7 in research and development)

Hot Line: 7

Total: 36

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C, MicroFocus COBOL

TSI International

ADDRESS: 45 Danbury Road
P. O. Box 840
Wilton, CT 06897-0840

CONTACT: Tom Noonan
Ron Antini

PHONE: (800) 999-7768
(203) 761-8600

PRODUCT: Trading Partner PC — EDI translator for Windows-based platforms
Trading Partner — mainframe EDI translator
Mercator — any-to-any data mapping utility

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 386 or higher with Windows; IBM compatible 486 recommended for Mercator; IBM compatible MVS mainframes with CICS

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, VICS, WINS, UCS, TDI

PRICING:

Basic Package Cost:

Trading Partner PC: Prices begin at \$1495.

Mainframe Products: Call for prices; varies by platform and options.

Mercator: \$3750

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First year included in purchase price

Trading Partner PC: \$600

Mainframe Products: call for prices.

Mercator: \$750

Maintenance Fee Includes: 24-hour hot line, software enhancements, standards updates, bulletin board

Training Fee:

Trading Partner PC: included in purchase price

Mercator: \$750 for two days at a TSI site

Additional Fees: Call for prices

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: GEIS, Advantis, ORDERNET, MCI, Kleinschmidt, RAILINC, TranSettlements, AT&T EasyLink, Sprint, and others using a separate communications module

VENDOR EXPERIENCE:

Year Company Founded: 1967

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 35

Hot Line: 15

Total: 45

MISCELLANEOUS INFORMATION: TSI offers consulting, programming, and education services.

Programming Language Used by Package: COBOL, C, Assembler

Unisys Corporation

ADDRESS: P.O. Box 500
Mail Station B218
Blue Bell, PA 19424

CONTACT: William Whitney

PHONE: (215) 986-4153

PRODUCT: EaDIplus

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Unisys Unix SCR3.2; Sequent Unix DYNIX/PTR; AT&T Unix SVR 4.0

EDI STANDARDS SUPPORTED: X12, TDCC, UCS, VICS, WINS, EDIFACT

PRICING:

Basic Package Cost:

Complete software for 1 – 4 trading partners: \$7,200; additional trading partners can be added, call for prices

Unlimited trading partner pricing available based on hardware platform from \$12,200

Additional Charge Per EDI Standard: \$2,500

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: \$2,500

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: Call for prices, depends on requirements and level of training needed

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Advantis; AT&T; MCI (BT Tymnet); GEIS; Harbinger; Kleinschmidt; ORDERNET; Sprint; AAFES; Wal-Mart; Ford SOLMIS; GM; Chrysler

VENDOR EXPERIENCE:

Year Company Founded: 1885

Date Package First Available: 1989

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 10

Hot Line: 6

Total: 21

MISCELLANEOUS INFORMATION: Unisys offers consulting services, process reengineering, and electronic commerce consulting and information services.

Programming Language Used by Package: FORTRAN, C, Visual BASIC, Visual C++

Universal Systems Integration

ADDRESS: 15711 Condon Avenue, Unit A-5
Lawndale, CA 90260

CONTACT: George Underdahl
Steve Kirschner

PHONE: (310) 643-8893

PRODUCT: AutoEDI/VMS — VAX/VMS translator
AutoBridge/VMS — VAX/VMS application interface to/from EDI (data bridge)
AutoEDI/PC — PC-based translator
AutoBridge/PC — PC based application interface to/from EDI (data bridge)

HARDWARE/OPERATING SYSTEM ENVIRONMENT: DEC VAX/VMS; IBM compatible PC with MS-DOS

EDI STANDARDS SUPPORTED: X12, EDIFACT, VICS

PRICING:

Basic Package Cost:

AutoEDI/VMS Order Entry, AutoBridge, AutoASN: \$36,000

AutoBridge/VMS: \$12,000

AutoEDI/PC: \$4,000

AutoBridge/PC: \$2,500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: \$200 – \$5,000 depending on product

Maintenance Fee Includes: Hot line, software enhancements, standards updates, modem support

Training Fee: \$500 per day at user's facility plus travel and living expenses

Additional Fees: Product customization is available

GSA/DoD Schedules or Contracts: In process

NETWORKS DIRECTLY ACCESSED: EDINET; GEIS; Advantis; CompuServe; MCI (BT Tymnet); ORDERNET; AT&T

VENDOR EXPERIENCE:

Year Company Founded: 1986

Date Package First Available: 1992

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 2

Hot Line: 2

Total: 4

MISCELLANEOUS INFORMATION: Universal Systems offers its own EDI VAN, "EDINET", to translation software users.

Programming Language Used by Package: Not available

Userbase Systems, Inc.

ADDRESS: 9051 Executive Park Drive, Suite 200
Knoxville, TN 37923

CONTACT: Jenny Ball

PHONE: (615) 671-0775

PRODUCT: EDI*Port

HARDWARE/OPERATING SYSTEM ENVIRONMENT: 44 different Unix platforms using uniVerse RDMS from VMARK Software, Inc. or Unidata RDMS, including IBM RS/6000, Sequoia, Pyramid, HP9000, DG Aviiion, and PCs with SCO Unix

EDI STANDARDS SUPPORTED: X12, EDIFACT, AIAG, WINS, VICS

PRICING:

Basic Package Cost: \$20,000 (includes all transaction sets and communications software)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: \$3,600

Maintenance Fee Includes: Standards updates, software enhancements, hot line

Training Fee: Three days included at no cost at Userbase's facility; if at user's facility, travel and living expenses; additional training is \$800 per day plus travel and living expenses

Additional Fees: Consulting services

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: All major networks

VENDOR EXPERIENCE:

Year Company Founded: 1985

Date Package First Available: 1987

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 4

Hot Line: 2

Total: 6

MISCELLANEOUS INFORMATION: Product was first made available to the public in January 1991.

Programming Language Used by Package: INFO/BASIC, BASIC, and C

X-Change Software, Inc.

ADDRESS: 10467 White Granite Drive, Suite 100
Oakton, VA 22124

CONTACT: James Milton

PHONE: (800) 924-4178
(703) 359-6925

PRODUCT: X-Change

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 286 or PS/2 with MS-DOS 3.3, 12MB free hard disk, 4MB RAM

EDI STANDARDS SUPPORTED: X12, EDIFACT, TCIF, UCS, VICS

PRICING:

Basic Package Cost: (includes 12 standards releases and 90 days free support)

Single Trading partner: \$595

5 Trading Partners: \$895

Unlimited Trading Partners: \$1,195

Additional Charge Per EDI Standard: \$150

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: \$99

Maintenance Fee Includes: Software support, standards upgrades, and software maintenance releases. Entitles user to 25% discount on additional standards purchases, 40% discount on product if user upgrades to more expensive package, and 40% discount on new versions of X-Change (e.g., Windows version)

Training Fee: \$400 for five people, \$25 for each additional person

Additional Fees: Version upgrades, standards releases and upgrades available from \$49; custom default documents and technical consulting also available.

GSA/DoD Schedules or Contracts: GS00K95AGS2001

NETWORKS DIRECTLY ACCESSED: AT&T; MCI; GEIS; ORDERNET; Advantis; Kleinschmidt; Sprint, TradeRoute, Harbinger

VENDOR EXPERIENCE:

Year Company Founded: 1994

Date Package First Available: 1985, under Lloyd Bush, Inc.

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 4

Hot Line: 1

Total: 5

MISCELLANEOUS INFORMATION:

Programming Language Used by Package: C

APPENDIX D

EDI Translation Software Functions and Features

Table D-1 lists 52 functions and features that could be included in an EDI translation software package for different operating environments: stand-alone microcomputer, front-end microcomputer, minicomputer, or mainframe. Those operating environments stem from an analysis of the Department of Defense's 152 largest Continental United States shipping activities that generate government bills of lading. The entries in the table indicate whether the function or feature is mandatory (M) or optional (O) in the software package. Each function and feature is defined in the glossary.

Table D-1.
EDI Translation Software Requirements

| Function/feature | Operating environment | | |
|------------------------------------------|-----------------------|-----------|----------------------------|
| | Stand-alone | Front-end | Minicomputer/ mainframe |
| Communications | | | |
| Communications Software | M | M | M |
| Transaction Set Consolidation Routines | M | M | M |
| Multiple Communications Interface | O | O | O |
| Multiple Communications Protocol Support | O | O | M |
| Network Identification Table | M | M | M |
| Unattended Operations Capability | M | M | M |
| Systems Utilities | | | |
| Automatic Recovery/Restart Capability | M | M | M |
| Installation Routines | M | M | O |
| System Interface Routines | | | |
| Application System Interface | M | M | M |
| Conditional Data Mapping Capability | O | O | O |
| Data Input Screens | M | O | O |
| Input Editing | M | O | O |
| User-Defined Print Output | M | O | O |
| User-Definable System Interface | O | O | O |
| User-Defined Data Input Screens | O | O | O |

Table D-1.
EDI Translation Software Requirements (Continued)

| Function/feature | Operating environment | | |
|------------------------------------------------|-----------------------|-----------|----------------------------|
| | Stand-alone | Front-end | Minicomputer/ mainframe |
| Customized Operations Routines | | | |
| Automatic Functional Acknowledgment Generation | M | M | M |
| Code Cross-Reference Capability | O | O | O |
| Data Element Delimiter Table | M | M | M |
| Functional Acknowledgment Capability | M | M | M |
| Multiple Header Support | M | M | M |
| Segment Terminator Table | M | M | M |
| Trading Partner Profile | O | M | M |
| Transaction Set Sequential Numbering | M | M | M |
| Version Support Table | M | M | M |
| Editing | | | |
| Automatic Error Notification | M | M | O |
| Character Conversion Capability ^a | O | O | O |
| Inbound Standards Compliance Editing | M | M | M |
| Internal Codes Duplication Routine | M | O | O |
| Outbound Standards Compliance Editing | M | M | M |
| Transaction Set Correction Capability | M | O | O |
| System Maintenance Routines | | | |
| Automated Purging | M | M | M ^b |
| Expandability | M | M | M |
| Maintenance Support | M | M | M |
| Table-Driven Software Structure | M | M | M |
| Transaction Set Archiving | M | M | M |
| Version Support | M | M | M |
| Reports | | | |
| Error Reports | M | M | M |
| Functional Acknowledgment Reconciliation | M | M | M |
| Inbound Transaction Set Reporting | M | M | M |
| Outbound Transaction Set Reporting | M | M | M |
| Transmitted Characters | O | O | O |
| User-Defined Management Reports | O | O | O |

^a Pertinent only to those sites that use point-to-point communications with one or more trading partners.

Table D-1.
EDI Translation Software Requirements (Continued)

| Function/feature | Operating environment | | |
|-----------------------------------------------------------------------|-----------------------|-----------|----------------------------|
| | Stand-alone | Front-end | Minicomputer/ mainframe |
| Support | | | |
| Help Screens | O | O | O |
| Technical Documentation | M | M | M |
| Training ^b | M | M | M |
| Tutorial Package | O | O | O |
| User Documentation | M | M | M |
| User Support (Hot Lines) | M | M | M |
| Miscellaneous | | | |
| Compatibility with Encryption and Authentication Package ^c | O | O | O |
| Multiple Users | O | O | O |
| Selective Accessibility | M | M | O |
| System Entry Security | M | M | O |

^b Software packages require either training or help screens and a tutorial package.

^c When the requirements for this feature are fully defined, we expect that it will be mandatory for all operating environments.

APPENDIX E

Selecting EDI Translation Software

This appendix provides an overview on how the guide can be used to aid in the selection of EDI translation software for Federal government and Department of Defense sites. A step-by-step procedure for selecting EDI translation software for a particular site follows:

- ◆ Identify the site's EDI data processing requirements, including the application system that will be integrated with the EDI translation software.
- ◆ Identify the hardware and corresponding operating system that will contain the EDI software. Categorize the hardware as microcomputer, minicomputer, or mainframe and determine the EDI translation software requirements for a specific site.
- ◆ Use the information in Appendix B to identify all vendors that sell software for the desired hardware environment (microcomputer, minicomputer, or mainframe) and Unix- or Windows-based operating system.
- ◆ Use the information in Appendix C to review the detailed software product offerings and descriptions for those vendors identified in the previous step. Identify the vendor products that offer EDI translation software for the required hardware and operating system.
- ◆ Use the information in Appendix D to identify the functions and features that the EDI translation software package requires for the specific operating environment. Determine if the products reviewed in the previous step satisfy the site's major EDI translation software requirements by questioning the vendor's sales representatives.

In most cases, more than one product will meet a site's requirements. We then suggest that site personnel request product literature from those vendors and, procurement rules permitting, request that they demonstrate their products. Before purchasing a particular product, we recommend that every site test an evaluation copy on the system that is intended to operate it.

APPENDIX F

EDI Support and Procurement Software

This appendix provides detailed information on EDI support products as well as information on EDI products developed to satisfy Federal and Department of Defense (DoD) procurement programs. For each vendor, the information includes the hardware operating environment, product pricing, and availability on the General Services Administration (GSA) schedule or DoD procurement contracts.

Comm-Press, Inc.

ADDRESS: 2401 Gateway Drive, Suite 109
Irving, TX 75063

CONTACT: Gene Lucas

PHONE: (214) 550-7694
(214) 550-7682 (fax)

PRODUCT: Comm-Press — adds X12.58 security control structures to EDI formatted messages

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Apple Macintosh; IBM compatible PC with DOS or Windows; AS/400; AIX; HPUX; OSF-1; DEC VMS; NCR; OS/2; MVS, VM, VSE

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost:

PC single copy to unlimited licenses: \$150 – \$10,000

Midrange single copy to unlimited licenses: \$2,500 – \$30,000

Mainframe single copy to unlimited licenses: \$10,000 – \$50,000

Additional Charge Per EDI Standard: Not applicable

Additional Charge Per Transaction Set: Not applicable

Annual Maintenance Fee: 15 per cent of product cost

Maintenance Fee Includes: 24 hour support and upgrades

Training Fee: None

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Advantis; AT&T; GEIS; Ordernet; and all major networks that support X12.58

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1990

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 4

Hot Line: 4

Total: 10

MISCELLANEOUS INFORMATION: Encryption, authentication, and digital signatures using DES and RSA available beginning with ASC X12 version 3051.

Programming Language Used by Package:

Workstations: C

Mainframe: Assembler

Compusearch Software Systems

ADDRESS: 7926 Jones Branch Drive
Suite 260
McLean, VA 22102

CONTACT: Mark Nelson

PHONE: (703) 893-7200
(703) 893-7499 (fax)

PRODUCT: PRISM SQ, C/EDI — turnkey procurement packages primarily for Federal Government users that initiate requests for quotes and purchase orders, and allows users to receive bids electronically.

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS or Windows

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost:

PRISM SQ (single user): \$7, 895

PRISM SQ (5 users): \$19, 745

C/EDI (1 – 10 users): \$11, 845

C/EDI (more than 10 users): \$15, 795

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

PRISM SQ (single user): \$1,200

PRISM SQ (1 – 10 users): \$3,750

C/EDI (1-10 users): \$750 – \$1,200

C/EDI (more than 10 users): \$1,500 – \$1,800

Maintenance Fee Includes: Hot line, software enhancements related to Federal procurement

Training Fee: \$600 per day plus travel expenses

Additional Fees: None

GSA/DoD Schedules or Contracts: GSA #GS00K95-AGS-2017

NETWORKS DIRECTLY ACCESSED: All major VANs and FACNET certified VANS that are X12 compatible

VENDOR EXPERIENCE:

Year Company Founded: 1984

Date Package First Available: 1984

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 4

Total: 38

MISCELLANEOUS INFORMATION: Compusearch specializes in automating Federal procurement offices. It uses third-party software in its turnkey packages for providing translation and communication services.

Programming Language Used by Package: C, DATAFLEX, Windows NT

EDI Systems, Inc.

ADDRESS: 2909 Sunset Road
Charlotte, NC 28216-7605

CONTACT: Billy Davis

PHONE: (704) 398-1528
(704) 393-8820 (fax)

PRODUCT: EDI Assistant — on-line ASC X12 standards with print and search capabilities, cross-referencing, and statistical information

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 386 or higher, VGA or higher, Windows 3.1, 8 MB RAM, hard drive with 1 – 3 MB free space for each X12 version

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost:

Single user: \$150

Multiple user/multiple version: Discounts available

LAN/WAN: Call for prices

Additional Charge Per EDI Standard:

Single user: \$75

Multiple user/multiple version: Discounts available

LAN/WAN: Call for prices

Additional Charge Per Transaction Set: Not applicable

Annual Maintenance Fee: Not available

Maintenance Fee Includes: Not available

Training Fee: Not needed

Additional Fees: Not available

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Not applicable

VENDOR EXPERIENCE:

Year Company Founded: 1993

Date Package First Available: 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION: Free demo can be requested by faxing name and address.

Programming Language Used by Package: C++

Electronic Data Systems (EDS)

ADDRESS: 13600 EDS Drive
Herndon, VA 22071

CONTACT: Ken Newcomer

PHONE: (703) 742-2664

PRODUCT: QuoteAble — federal procurement software
EDS*Elit VAN service — FACNET certified VAN

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 286 or higher, DOS 3.3 or higher, 640K RAM, 5MB disk space

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost:

QuoteAble: \$85

EDS*Elit VAN: \$80 per month

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Included with EDS*Elit.

Maintenance Fee Includes: Includes EDS*Elit mailbox, toll-free access, RFQ filtering, and 24 hour, 7 days per week toll-free help support

Training Fee: Not applicable

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: EDS*Elit

VENDOR EXPERIENCE:

Year Company Founded: 1962

Date Package First Available: 1995

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION: EDS provides a complete federal procurement turnkey solution by combining QuoteAble and EDS*Elit VAN service. It includes RFQ filtering, registration, identifying opportunities, receiving RFQs, responding with quotations, accepting delivery orders, acknowledging receipt of delivery orders, and award notification.

Programming Language Used by Package: Not available

Flagship Systems Inc.

ADDRESS: 21515 Ridgetop Circle
Suite 395
Sterling, VA 20166

CONTACT: Stacy Lynskey

PHONE: (703) 450-7005

PRODUCT: Paragon-EDI — EDI procurement and purchasing front-end solution with EDI Interchange Server primarily for Federal Government activities that initiate requests for quotes and purchase orders, and receive bids

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible XT, AT, or PS/2 with MS-DOS 3.1 or higher, 640K RAM

EDI STANDARDS SUPPORTED: all X12 transaction sets

PRICING:

Basic Package Cost:

Single User License: \$995

Multi-user License: \$1,450 for each set of 5 users

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

Single User: \$200

Multi-user: \$750 for each set of 5 users

Maintenance Fee Includes: Hot line, software enhancements, standards updates, remote modem support

Training Fee: \$500 per day for first attendee, \$250 per day each additional attendee, maximum 5 attendees; travel and living expenses additional if training occurs at the user's facility

Additional Fees: \$800 per day plus travel and living expenses for on-site software installation and setup, trading partner setup, VAN setup, and administration; software port to nonstandard operating systems also available on per-quote basis

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Most major EDI VANs

VENDOR EXPERIENCE:

Year Company Founded: 1986

Date Package First Available: 1994

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 10

Hot Line: 4

Total: 14

MISCELLANEOUS INFORMATION: Flagship Systems offers a 30-day software evaluation for \$150; amount is either credited towards purchase or refunded if Certificate of Destruction is returned with software.

Programming Language Used by Package: DataFlex, C++

Foresight Corporation

ADDRESS: 6543-E Commerce Parkway
Dublin, OH 43017

CONTACT: Jim Brown

PHONE: (614) 791-1600

PRODUCT: EDISIM — EDI productivity tools that support any hardware and software EDI platform

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible 386 or higher with Windows 3.1

EDI STANDARDS SUPPORTED: X12, EDIFACT, TDCC, UCS, WINS, VICS

PRICING:

Basic Package Cost: \$16,500 (5 developer stations)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 15 percent of product price after first year

Maintenance Fee Includes: Toll-free hot line, standards updates, product updates

Training Fee: Tutorials and telephone walkthrough included in purchase price

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Not applicable

VENDOR EXPERIENCE:

Year Company Founded: 1990

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 8

Hot Line: 6

Total: 19

MISCELLANEOUS INFORMATION: EDISIM functions with any EDI translator and analyzes transactions for conformance with a specific trading partner specification and the EDI standards. It generates EDI test data and example data, allows user customization of EDI specifications, prepares implementation guideline documents, and provides an on-line EDI standards reference.

Programming Language Used by Package: C++

Mil-Pac Technology

ADDRESS: 3914 Murphy Canyon Road
Suite 227
San Diego, CA 92123

CONTACT: Greg Tsiknas

PHONE: (619) 495-1400

PRODUCT: DD250-MasterWriter with Electronic Invoice
DD1443-FormMaster with Electronic Invoice
LOGMARS Barcoding for EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS 3.1 or higher, 5MB free hard drive, HP LaserJet-II compatible laser printer; FormMaster requires Windows 3.1

EDI STANDARDS SUPPORTED: X12 (Transaction Sets 810, 824, 856, 997) and Defense Finance and Accounting Service (DFAS) proprietary electronic formats

PRICING:

Basic Package Cost:

DD250 MasterWriter: \$3,795
DFAS Invoice Option: \$1,295
X12 Invoice Option: \$2,795
DD250 WorkStation: \$1,495

DD1443 FormMaster: \$1,275
DFAS Invoice Option: \$1,295
X12 Invoice Option: \$2,795
LOGMARS Barcode Labeler: \$695 – \$1,292

Volume and small business discounts are available

Additional Charge Per EDI Standard: Not applicable

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 15 percent of list price

Maintenance Fee Includes: Automatic update of DD-Forms, X12 standards, overnight product replacement, 24-hour technical support

Training Fee: \$450 per day plus travel and living expenses at user's facility

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: GEIS; DFAS-CO; ORDERNET; Advantis; AT&T; BellSouth; Harbinger; MCI (BT Tymnet)

VENDOR EXPERIENCE:

Year Company Founded: 1983

Date Package First Available: 1985

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 3

Hot Line: 2

Total: 5

MISCELLANEOUS INFORMATION: Mil-Pac's products automate the documentation and invoicing of DoD contracts. It supports several DoD forms, including DD Form 250, DD Form 1149, DD Form 1443, and DD Form 1387. Programs for military-standard packaging and bar-code (LOGMARS) labeling are also available. Vendor also provides custom software and consulting services.

Programming Language Used by Package: C, Pascal

New Paradigm Golden-Link

ADDRESS: 355 Madison Avenue, 11th Floor
New York, New York 10017

CONTACT: Michele Golden (mg@newparadigm.com)
Gretchen Mueller Burke

PHONE: (212) 557-0933
(212) 557-0935 (fax)

PRODUCT: EDI Service Bureau — converts documents sent by fax, e-mail, postal service, or modem and forwards them to trading partners in the required format. No software or hardware is required.

HARDWARE/OPERATING SYSTEM ENVIRONMENT: Not applicable — hardware and software independent

EDI STANDARDS SUPPORTED: X12, EDIFACT, UCS, VICS, and proprietary standards

PRICING:

Basic Package Cost:

Monthly Flat Fee Option: Up to 50 documents – \$70
Up to 100 documents – \$130
Up to 200 documents – \$250
Up to 500 documents – \$600
Up to 1000 documents – \$600
Over 1000 documents – by agreement

Pay by Transaction Option: Call for specific prices

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: Call for prices

Annual Maintenance Fee: None

Maintenance Fee Includes: Implementation support, problem fixes, technical and administration assistance

Training Fee: None

Additional Fees: Call for prices

GSA/DoD Schedules or Contracts: In progress

NETWORKS DIRECTLY ACCESSED: Advantis; GEIS; CommerceNet; and other major EDI VANs

VENDOR EXPERIENCE:

Year Company Founded: 1993

Date Package First Available: Not applicable

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 7

Hot Line: 5

Total: 15 (includes 5 persons in marketing)

MISCELLANEOUS INFORMATION:

Programming Language Used by Package:

Prime Factors, Inc.

ADDRESS: 1832 Orchard Street
Eugene, OR 97403

CONTACT: Patrick Walker

PHONE: (503) 345-4334
(503) 345-6818 (fax)

PRODUCT: DESCRIPT/EDI+ — encrypts, decrypts, and authenticates X12 transactions using ANSI X12.58 and X12.42 standards

HARDWARE/OPERATING SYSTEM ENVIRONMENT: MVS; AS/400; Windows; Unix

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost: \$995 – \$18,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 15 per cent per year

Maintenance Fee Includes: Telephone support and upgrades

Training Fee: None

Additional Fees: None

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: Not applicable

VENDOR EXPERIENCE:

Year Company Founded: 1981

Date Package First Available: 1991

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 12

Hot Line: 2

Total: 14

MISCELLANEOUS INFORMATION: Operates with most X12 translation software products and EDI VANs.

Programming Language Used by Package: C

SIMPLIX¹

ADDRESS: 3780 Rochester Road
Suite 100
Troy, MI 48309

CONTACT: George Chisa

PHONE: (810) 740-8150 Ext. 48

PRODUCT: Simplix-EDI

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with MS-DOS 3.3 or higher and Windows 3.1

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost: Free but requires a one-time network registration fee of \$200

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Included in network registration fee

Maintenance Fee Includes: Software upgrades to current DoD and Federal Government EDI conventions

Training Fee: No training is required

Additional Fees: Monthly network usage fees are available from SIMPLIX

GSA/DoD Schedules or Contracts: None

NETWORKS DIRECTLY ACCESSED: SIMPLIX

VENDOR EXPERIENCE:

Year Company Founded: 1991

Date Package First Available: 1992

¹ An update was unavailable. The information used is from *A Guide to EDI Translation Software, 1994 Edition*.

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: Not available

Hot Line: Not available

Total: Not available

MISCELLANEOUS INFORMATION: Simplix-EDI and its associated VAN provide companies with on-line registration and access to public solicitations from the Federal Government. SIMPLIX is developing a commercial implementation of its Government Acquisition Through Electronic Commerce (GATEC) product, along with an EDI gateway. Both products are expected to be available in late 1994.

Programming Language Used by Package: C, C++, assembler

Softshare Information Services

ADDRESS: 136 W. Canon Perdido, Suite C
Santa Barbara, CA 93101

CONTACT: Karen Edgar

PHONE: (800) 346-6703
(805) 882-2588
(805) 882-2599 (fax)

PRODUCT: EDI LINK for Windows — translator for contractors participating in either Federal Government or DoD EDI procurement programs; operates exclusively with the Softshare VAN for notifying users of EDI RFQs and non-EDI RFQs. Includes communications and e-mail capabilities and preconfigured customized commercial trading partner kits.

HARDWARE/OPERATING SYSTEM ENVIRONMENT: IBM compatible PC with Windows 3.1, 4 MB RAM, 5MB free space on hard drive

EDI STANDARDS SUPPORTED: X12

PRICING:

Basic Package Cost:

EDI Link: Free to all Softshare Information Services network clients.

VAN Services: Account set-up: \$175; Services: \$25 per month to \$795 per year

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: Government: None; Commercial: call for prices

Annual Maintenance Fee: None

Maintenance Fee Includes: Hot line support and software upgrades

Training Fee: Phone training included in VAN set-up fee; On-site training not available.

Additional Fees: None

GSA/DoD Schedules or Contracts: Not applicable

NETWORKS DIRECTLY ACCESSED: Softshare VAN

VENDOR EXPERIENCE:

Year Company Founded: 1982

Date Package First Available: 1993

EDI PROFESSIONAL STAFF RESOURCES:

Technical Staff: 6

Hot Line: 10

Total: 40

MISCELLANEOUS INFORMATION: Softshare Information Services also offers a telephone-based system, Telephonic EDI (TEDI), that permits users to participate in the Federal Government's EDI initiative without purchasing hardware or software. Softshare also offers other government procurement opportunities and related procurement information.

Programming Language Used by Package: C, C++

Glossary

DEFINITION OF ACRONYMS

| | | |
|-------|---|----------------------------------------------------|
| AIAG | = | Automotive Industry Action Group |
| AIX | = | Advanced Interactive Executive |
| ANSI | = | American National Standards Institute |
| APL | = | A Programming Language |
| ASCII | = | American Standard Code for Information Interchange |
| AT | = | Advanced Technology |
| AT&T | = | American Telephone and Telegraph |
| BASIC | = | Beginners All Purpose Symbolic Instruction Code |
| BT | = | British Telecom |
| BTOS | = | Burroughs Operating System |
| CASE | = | computer aided software engineering |
| CEFIC | = | European Chemical Industry Federations |
| CICS | = | Customer Information Control System |
| CL | = | Control Language |
| CNCP | = | Canadian National/Canadian Pacific |
| COBOL | = | Common Business Oriented Language |
| CPU | = | central processing unit |
| CTOS | = | Convergent Technologies Operating System |
| CTX | = | Chrysler Telecommunication Exchange |
| DACOM | = | Data Communications Corporation of Korea |
| DB2 | = | Database 2 |

| | | |
|----------|---|-------------------------------------------------------------------------|
| DEC | = | Digital Equipment Corporation |
| DIBOL | = | Digital COBOL |
| DOS | = | disk operating system |
| DOS/VSE | = | disk operating system/virtual system extended |
| DR-DOS | = | Digital Research disk operating system |
| DTS | = | Document Transmission System |
| EBCDIC | = | Extended Binary Coded Decimal Interchange Code |
| EDI | = | electronic data interchange |
| EDIFACT | = | Electronic Data Interchange for Administration, Commerce, and Transport |
| EFT | = | electronic funds transfer |
| FORTTRAN | = | Formula translator |
| FTS | = | Financial Transmission System |
| GE | = | General Electric |
| GEIS | = | General Electric Information Services |
| GM | = | General Motors |
| GSA | = | General Services Administration |
| HP | = | Hewlett-Packard |
| IBM | = | International Business Machines |
| ID | = | identification |
| IMS/DC | = | Information Management System/Data Communications |
| INGRES | = | Interactive Graphics and Retrieval System |
| LAN | = | local area network |
| MB | = | megabyte |
| MPE | = | multiprogramming executive |

| | | |
|-----------|---|-----------------------------------------------------------|
| MSA | = | Management Science America |
| MS-DOS | = | Microsoft disk operating system |
| MVS | = | multiple virtual storage |
| NCR | = | National Cash Register |
| NWDA | = | National Wholesale Druggists Association |
| ODETTE | = | Organization for Data Exchange Teletransmission in Europe |
| PC | = | personal computer |
| PS/2 | = | Personal System/2 |
| QMF | = | Query Management Facility |
| RAM | = | random access memory |
| RDMS | = | relational database management system |
| RJE | = | remote job entry |
| RM COBOL | = | Rand McFarland Common Business Oriented Language |
| RMS | = | Release Management Systems |
| RPG | = | report program generator |
| SCO | = | Santa Cruz Operation |
| SPARC | = | scaleable performance architecture |
| SQL | = | Structured Query Language |
| TAL | = | Tandem assembly language |
| TCIF | = | Telecommunications Industry Forum |
| TDCC | = | Transportation Data Coordinating Committee |
| TDF | = | transaction data file |
| TDSI | = | Telecommunications Data Systems International |
| TRADACOMS | = | Trading Data Communications Standards |
| TSO | = | timesharing operation |

| | | |
|------|---|------------------------------------------------|
| UCS | = | Uniform Communication Standard |
| VAN | = | value-added network |
| VAX | = | virtual address extension |
| VICS | = | Volunteer Interindustry Communication Standard |
| VLТ | = | variable length translator |
| VMS | = | virtual memory system |
| VOS | = | virtual operating system |
| VS | = | virtual storage |
| WINS | = | Warehouse Industry Network Standard |

DEFINITION OF TERMS

Application System Interface. A routine that extracts data from an application system data base and creates fixed-length files in the vendor's format for subsequent translation to an EDI format. The reverse process is also applicable.

Automated Purging. A feature that automatically deletes archived transaction set data according to user-specified criteria, such as date ranges.

Automatic Error Notification. A feature in software that automatically notifies the user of errors encountered during translation by displaying a message or similar notification.

Automatic Functional Acknowledgment Generation. A Functional Acknowledgment Transaction Set is automatically created upon receipt of an EDI transmission from a trading partner.

Automatic Recovery/Restart Capability. A routine that automatically recovers any data being processed and restarts the application in the event of a power or communications failure.

Character Conversion Capability. Translation software that converts a sender's character set to the character set required by the receiver's computer (e.g., EBCDIC to ASCII).

Code Cross-Reference Capability. The ability to cross-reference and convert an EDI standard data element code into a user selected code. The reverse process is also possible.

Compatibility with Encryption and Authentication Package. A translation software package that can operate with an encryption and authentication package.

Communications Software. A software module that automatically dials the communications network and sends or receives EDI-formatted data.

Conditional Data Mapping Capability. The ability to conditionally translate data to or from EDI formats according to user specified rules.

Data Element Delimiter Table. A table of alternative data element delimiters that is maintained for each trading partner, thus accommodating the requirements of different trading partners.

Data Input Screens. A set of screens used to enter data into the translation software package for subsequent translation to an EDI format. (This feature is required when an application system does not reside on the user's computer.)

Error Reports. Reports of outbound or inbound transaction sets that do not comply with the EDI standards. (These reports are usually printed logs of each communications session presented in a non-EDI format that users easily understand.)

Expandability. The ability to incorporate new functions, such as EDI transaction sets, into an existing translation software package.

Functional Acknowledgment Capability. The ability to send or receive a Functional Acknowledgment Transaction Set that indicates the status of each EDI transaction set transmission to or from a trading partner.

Functional Acknowledgment Reconciliation. The matching of transaction set messages with functional acknowledgments to identify the successful receipt of information by trading partners and the highlighting of unacknowledged transaction sets that have been sent.

Help Screens. On-line screens that provide assistance in the use of specific translation software functions.

Inbound Standards Compliance Editing. The editing of data received from trading partners to determine whether they are in compliance with the EDI standards.

Inbound Transaction Set Reporting. The capability to print inbound transaction sets for audit trail purposes. (The document number, control number, date, and time of every message received are typically included in the report.)

Input Editing. A feature that permits the user to edit every field and segment of a transaction set as data are manually entered into a system in order to ensure compliance with EDI standards.

Installation Routines. Programs that automatically install translation software packages onto a computer with minimal user intervention.

Internal ID Number Duplication Control. A program that monitors the use of internal business document identification numbers, such as invoice numbers, to avoid duplicates.

Maintenance Support. EDI standards updates and software enhancements provided by the translation software vendor, usually for an annual fee.

Multiple Communications Interface. Translation software that allows users to communicate with more than one telecommunications network, preferably in the same communications session.

Multiple Communications Protocol Support. The communications software that exchanges EDI-formatted data with trading partners; it typically supports several protocols such as asynchronous, bisynchronous 2780 or 3780, X.25, X.400, and X.435.

Multiple Header Support. EDI translation software that supports multiple envelope headers including ISA and BG, depending on trading partner requirements.

Multiple Users. A feature that permits more than one person to use a translation software system concurrently. (On personal computers that use DOS, a local area network typically provides this feature.)

Network Identification Table. A table containing network addresses, telephone numbers, and other information needed to communicate with a trading partner through a telecommunications network.

Outbound Standards Compliance Editing. The editing of transmitted data to determine whether they are in compliance with EDI standards.

Outbound Transaction Set Reporting. The capability to print outbound transaction sets for audit trail purposes. (The document number, control number, date, and time of every message sent are typically included in the report.)

Segment Terminator Table. A table of alternative segment terminators that is maintained for each trading partner, which allows for different communications network or trading partner requirements.

Selective Accessibility. A feature that limits user access to specific screens and functions.

System Entry Security. Features that provide system security through the use of passwords and/or user-identification codes.

Table-Driven Software Structure. EDI data elements and segments maintained in a table structure.

Technical Documentation. A narrative and graphic description of a system that provides technical personnel with sufficient details to "troubleshoot" portions of the translation software. (A data dictionary, a system flowchart, and all file structures are typically included in technical documentation.)

Trading Partner Profile. A profile of each trading partner that identifies the segments in a transaction set required by that trading partner.

Training. Vendor-offered training sessions that teach how to use translation software packages.

Transaction Set Archiving. EDI-formatted data that are saved on the computer for either query purposes or restoration in the event of a computer failure.

Transaction Set Consolidation Routines. Software that groups transaction sets by trading partner prior to transmission, thus reducing communications costs; if more than one telecommunications network is used, the transaction sets are first grouped by network and then by trading partner.

Transaction Set Correction Capability. The ability to either correct an outbound standards compliance editing error in a front-end operating environment or modify transaction set data prior to transmission. (This capability is typically provided in a format that does not require knowledge of EDI standards.)

Transaction Set Sequential Numbering. A routine that either assigns a sequential control number for all transmitted transaction sets for every trading partner or enables the receiver to determine whether a transaction set is missing from the transmission by checking the sequential numbers of inbound transactions.

Transmitted Characters. A report of the number of characters transmitted and the time and date of each transmission for each EDI value-added network. (The report allows the user to reconcile each network's bill.)

Tutorial Package. An interactive, on-line program that guides a user through a prescribed sequence of steps on using a particular translation software package.

Unattended Operations Capability. The ability to program the EDI translation software to automatically perform EDI-related processes, such as sending or receiving EDI-formatted data at a user-specified time without an operator present.

User-Definable System Interface. Automated data-mapping procedures embedded in the EDI translation software package that create fixed- or variable-length files according to the user's requirements for subsequent translation to an EDI format. The reverse process is also applicable.

User-Defined Management Reports. Ad hoc management reports that a user can create, typically through a report generator embedded in the translation software package.

User-Defined Print Output. A feature that permits users to define the output format for printing manually entered data.

User Documentation. A nontechnical description of the translation software system and the operation of all system functions.

User Support (Hot Lines). Telephone support provided by a vendor to resolve any operating problems with a translation software package.

User-Defined Data Input Screens. A set of user-defined screens for entering data into a translation software package for subsequent translation into an EDI format. These screens are presented in a non-EDI format that does not require knowledge of EDI standards.

Version Support. Translation software that supports the current and two previous releases of an EDI standard.

Version Support Table. A table that identifies the version of every EDI standard used by each trading partner.

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